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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

VOL. XXXIII.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1914.

No. 3.

One Dollar Per Annum.
SINGLE COPIES, TEN CENTS.

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Will give you the correct results in the buying, grading and blending of wheats. Our complete analysis of wheat gives you its flour and milling value. Our method of estimating gluten is the only correct way of determining the actual gluten of the flour in the wheat. Our analyses of feeds are accepted as standard.

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Order of your building contractor or dealer or write us direct.

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PAUL VAN LEUNEN
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Give Us Your Business

The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

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Be "up-to-date" and ORDER NOW.

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Scoop-Truck Company
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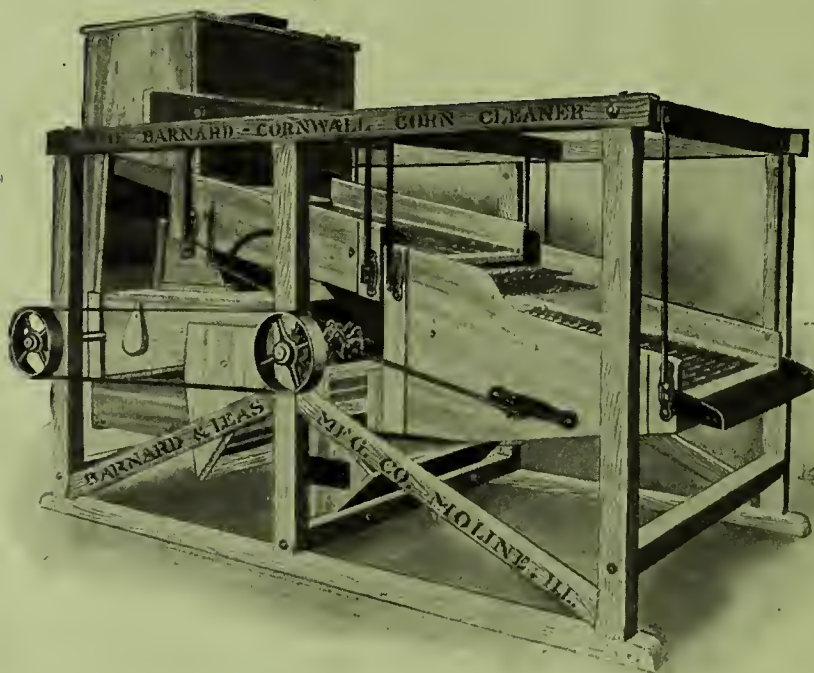
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counterbalanced shaker, two air separations and the latest style feeder.

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of the
Sieve
Corn Cleaners*



*Always
the Leader
in Capacity,
Efficiency
and Durability*



The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

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**MILL BUILDERS AND
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

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The Battle For Western Supremacy Has Long Been Won

Western Gyrating Cleaners have had their test during the past 40 years of their introduction and through their superiority in reliability, dependability and efficiency over other types of cleaners their sales have increased 50 per cent in the past five years, being now found in thousands upon thousands of elevators throughout the country. It is an unequalled record of the entire cleaner industry for this period. This record covers not only sales in this country but abroad as well.

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Back of the Western Gyrating Cleaner is a definite unfaltering policy. Western engineers and designers are satisfied with only the best of everything, while many manufacturers in our line are content with the cheapest grade of material used in the construction of their product. You will find in Western Cleaners the best grade of lumber, belting, bearings, heaviest construction of iron parts, all built by the best mechanics the country can produce.

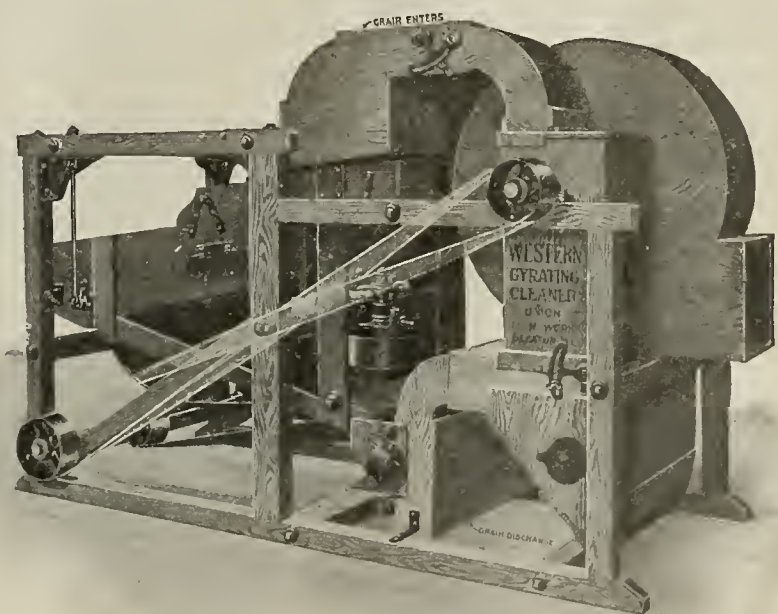
Point by point you will find that Western Gyrating Cleaners are machines of distinct over-values, as Western engineers and designers forget every other consideration except quality and adopt the best regardless of cost or precedent. As a consequence Western Cleaners are supreme in their field today, and, as cleaner values go, we firmly believe that Western Cleaners are the most remarkable machines in America. The overwhelming demand conclusively proves that we are not alone in this belief.

If you would be convinced, write for our complete catalogue, giving conclusive evidence of the real merits of the Western Line of Shellers and Cleaners, our claims and guarantee, together with hundreds of comments of Western operators. A postal is all that is necessary. Write today.



END VIEW

Built in
7 Sizes
—
Capacities
175 bus.
to
2400 bus.

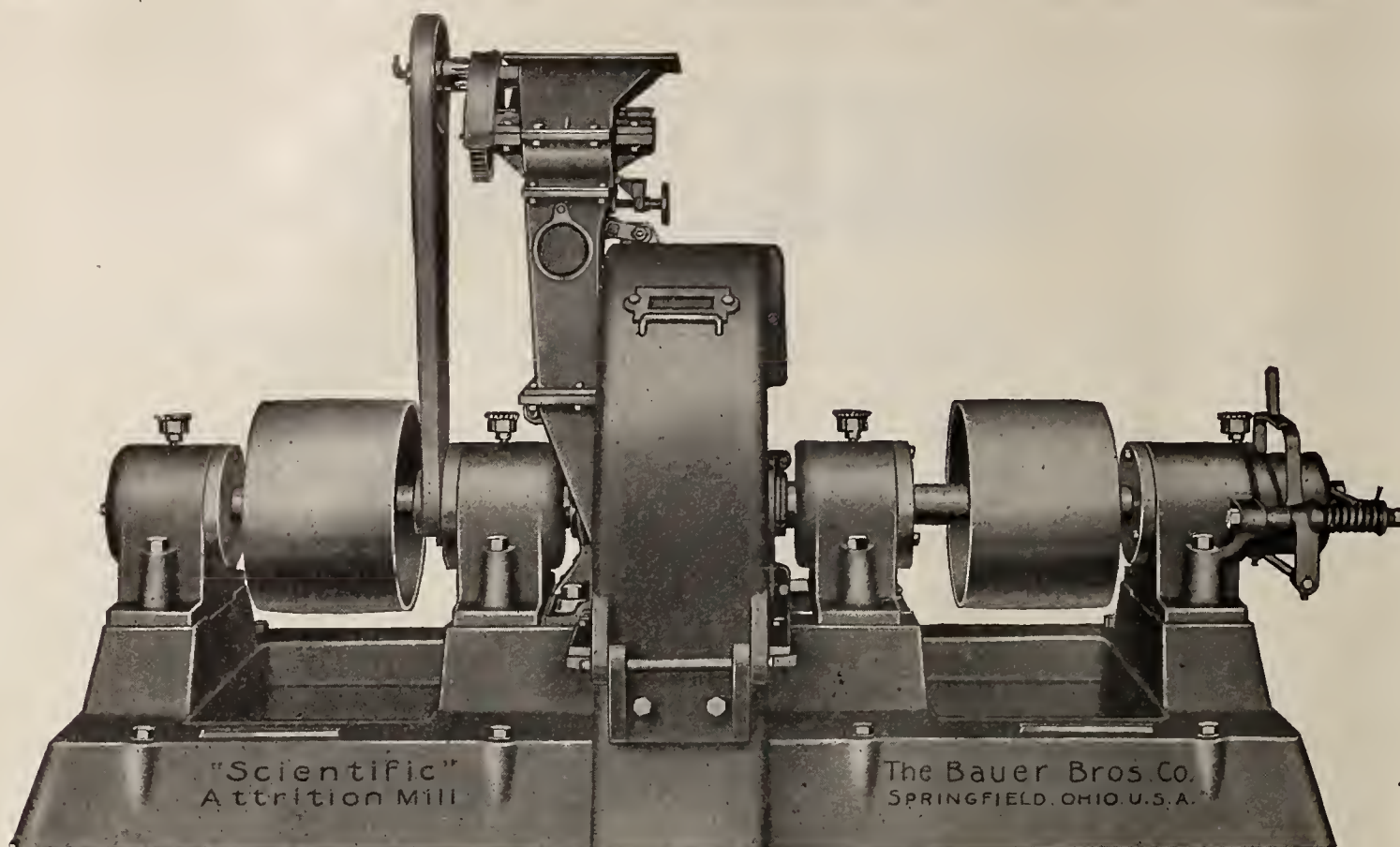


SIDE VIEW

UNION IRON WORKS

DECATUR ILLINOIS U.S.A.

Complete line of Shellers and Cleaners kept at 1221-23 Union Ave. Kansas City, Mo.



Success in Feed Milling Depends Largely Upon the
Economical Cost of Producing Perfect Milled Feed

The Scientific Ball Bearing Attrition Mill

is designed on this economical principle and proves a mechanical marvel. Behind their success is a story of months and months of engineering endeavor, scientific research, deliberation, and costly experimentation. In their construction Bauer engineers and designers are satisfied with only the best of materials used in their construction, forgetting every other consideration except quality and adopting the best regardless of precedent.

We can now offer you a feed mill that is so near to frictionless in operation, attributed to Ball Bearings, correctly built in that the power cost, lubrication cost and upkeep cost is so greatly reduced making it the most remarkable and economical feed mill in America today. The overwhelming demand for "Scientific" Ball Bearing Attrition Mills conclusively proves we are right.

Note Its Exclusive Features

BALL BEARING

Not an ordinary mill into which have been placed ball bearings. But a machine ESPECIALLY DESIGNED on the correct principle. Planned by our engineering department. A perfect "Scientific" ball bearing mill.

REINFORCED BED

The opening in the bed plate, through which the ground feed is discharged, is the "weak spot" in attrition mills of all other makes. We have raised a heavy rib, 6 inches high above and extending down to the bottom of the base. At the top side there is a heavy flange to which the hinged case is bolted.

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The force feeder is driven by a friction gear "Safety First"—to operator and machine. Pieces of iron working into the feeder will cause friction to slip and prevent injury to plates.

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The value of Safety Springs, which operate in connection with the Scientific Quick Release, permits the plates to Automatically Separate until the foreign material has been discharged, when they return to their original adjustment.

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Stuffing boxes in the casing, around the mill shafts, prevent dust blowing into moving parts of mill.

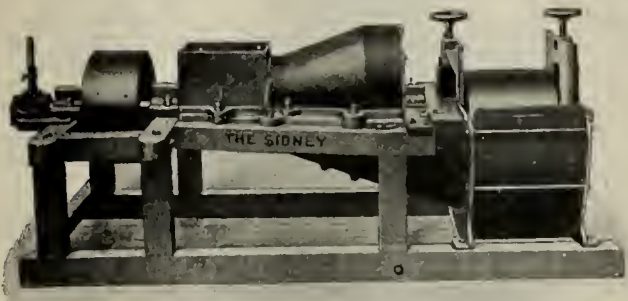
BEARINGS

The Ball Bearings are dust proof and oil tight, no dust can work into the bearings, no oil can work out to waste. This is the mill of vital features. Send coupon for complete bulletin.

No matter what feed mill you have in mind buying, post yourself thoroughly by writing for our interesting Bulletin F on "Scientific" feed milling. You will find interesting information therein and proof of the worth of "Scientific" Ball Bearing Attrition Mills and the service behind them. Your copy is now ready. Write for it today.

THE BAUER BROS. CO., SPRINGFIELD, OHIO

(FORMERLY THE FOOS MFG. CO.)



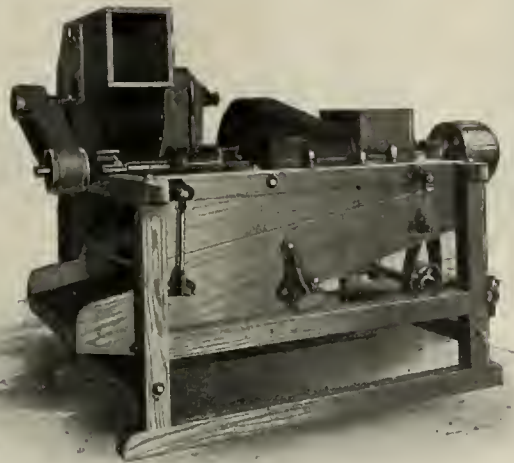
Sidney Combined Sheller and Boot, With or Without Belt Tighteners on Boot

**2,000,000 BUSHELS
DAILY CAPACITY**

is what

Sidney Shellers

**Complete
Satisfactory
Elevator
Equipment**

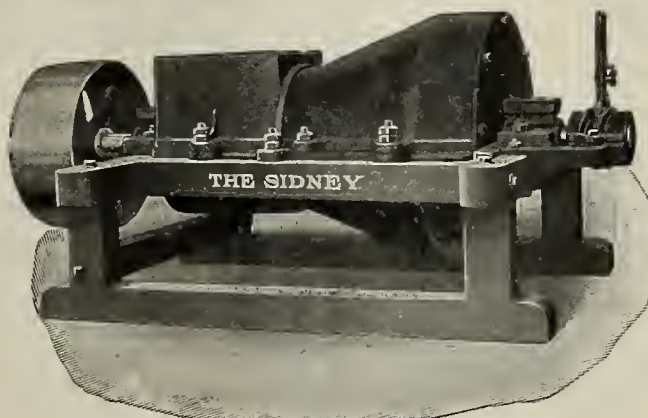


Sidney Combined Sheller and Cleaner

now in use in thousands of elevators throughout the country are producing collectively.

What does this mean? It means that Sidney Shellers since their introduction over 50 years ago have stood the test and stand "Ace high" with the grain trade. It signifies that Sidney Corn Shellers were designed with a view of Reliability, Economy and Service, thereby

We manufacture a complete line of elevator equipment, including Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Chain Drag Feeders, Shaker Feeders, Indicators, Turnheads, Elevator Boots, Elevator Heads, Steel Loading Spouts and different articles in Power Transmission.



Sidney Regular Corn Sheller

Guaranteeing a Profit

to elevator operators under all conditions.

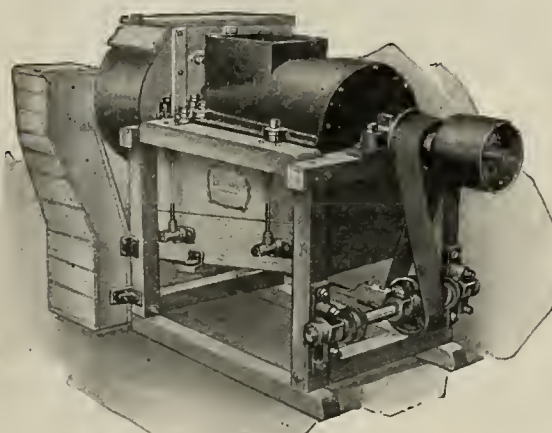
Thousands of elevators and mills throughout the country are equipped with the Sidney Line of Shellers and Cleaners who will verify their worth. Ask your neighbor Sidney operator.

Remember,

Quality of Equipment Counts

Sidney machinery is the most simple, practical and satisfactory equipment for handling, cleaning, conveying and elevating grain and for perfect power transmission.

A Sidney Book for you—we have prepared an interesting booklet on Sidney Corn Shelling and Grain Cleaning Machinery. Read this booklet before deciding on your new equipment. It will mean money in your pocket. Your copy has been laid aside. Write for it today.

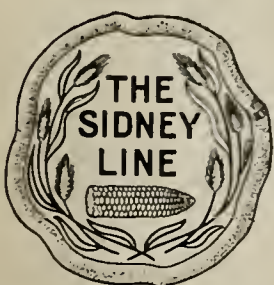


Sidney Mill Sheller

**Sidney
Shellers**

**Signify
Satisfaction**

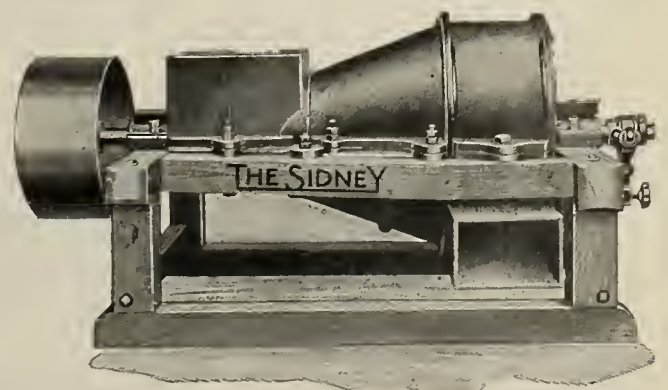
**The Philip Smith Mfg. Co.
SIDNEY, OHIO**



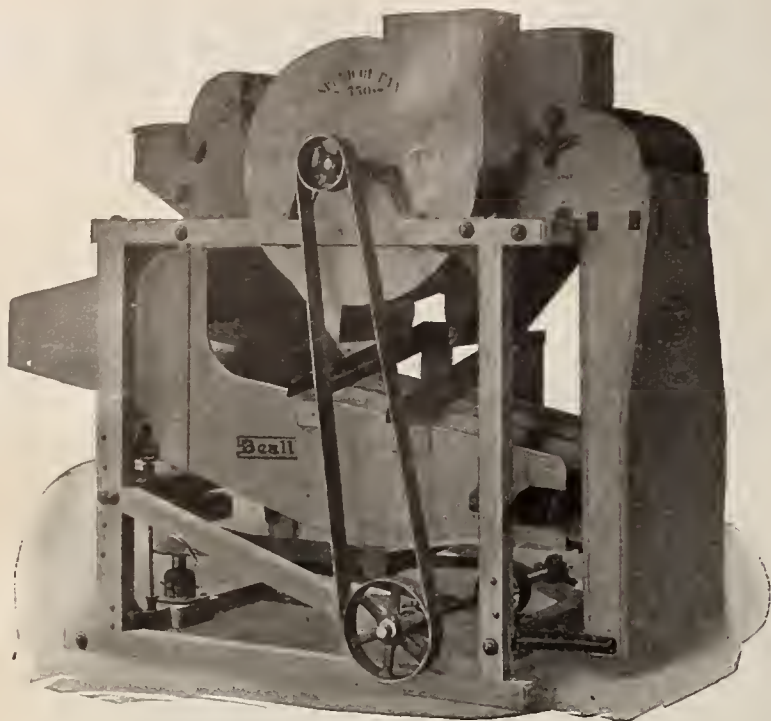
Established 1859

Complete Stock at

ENTERPRISE, KAN.



Sidney Pitless Corn Sheller



Built in Ten Sizes

Beall
THE MARK OF QUALITY

The New Rotating Warehouse and Elevator Separator

Guarantees

Service, Reliability and Economy

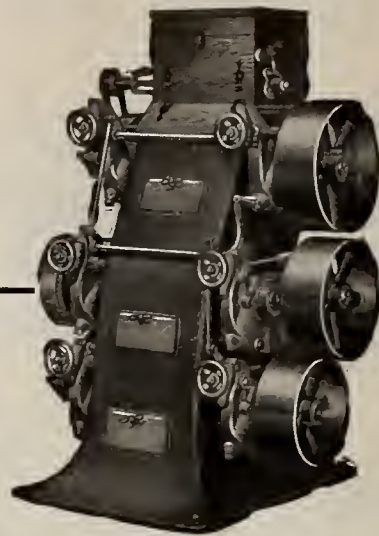
Whether you buy a Beall or some other separator of lesser reputation and quality is a matter that rests entirely with you. Of other separators we can say nothing. Of the Beall we say you can expect **and will get** certain definite results that have made Beall popularity the big thing it is.

The New Beall is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.

A BEALL BOOK FOR YOU.—Write for our interesting booklet on grain cleaning and the "New Beall Separator." It will prove a source of profit to you. Your copy is ready. Write for it today.

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You Need This Mill

for grinding feed, table corn meal,
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N. & M. CO. THREE PAIR HIGH MILL

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

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Modern
Mill

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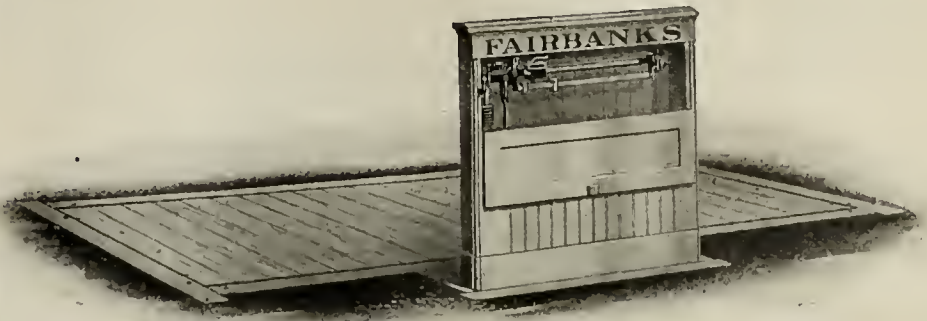
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Equipment
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Determine the Exact Dockage of Every Load of Wheat

THE EMERSON WHEAT TESTER

eliminates all guess work in dockage and saves all the wheat.

OVER 1,500 ELEVATORS NOW
USING THIS TESTER

It is the most convenient and satisfactory WHEAT TESTER made. Each machine is sold with an absolute guarantee. The saving in wheat, time, mistakes and money soon pays for the EMERSON TESTER. Write today for further particulars.



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They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

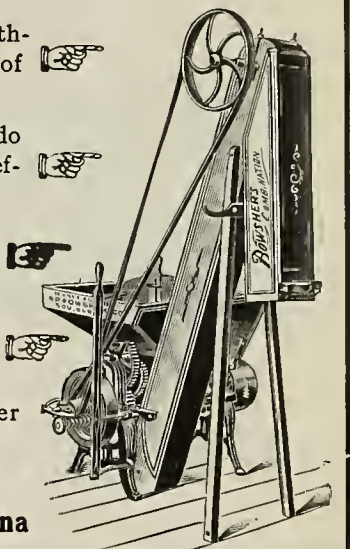
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

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FEED MIXERS

The best line of machines in America for producing
high class goods cheaply.

Molasses and Dry Feeds Poultry Mixtures

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Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co.
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Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N. Y.



Fireproof Construction Elevators, Mills and
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Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an
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Reinforced Concrete Elevator of the
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CHICAGO
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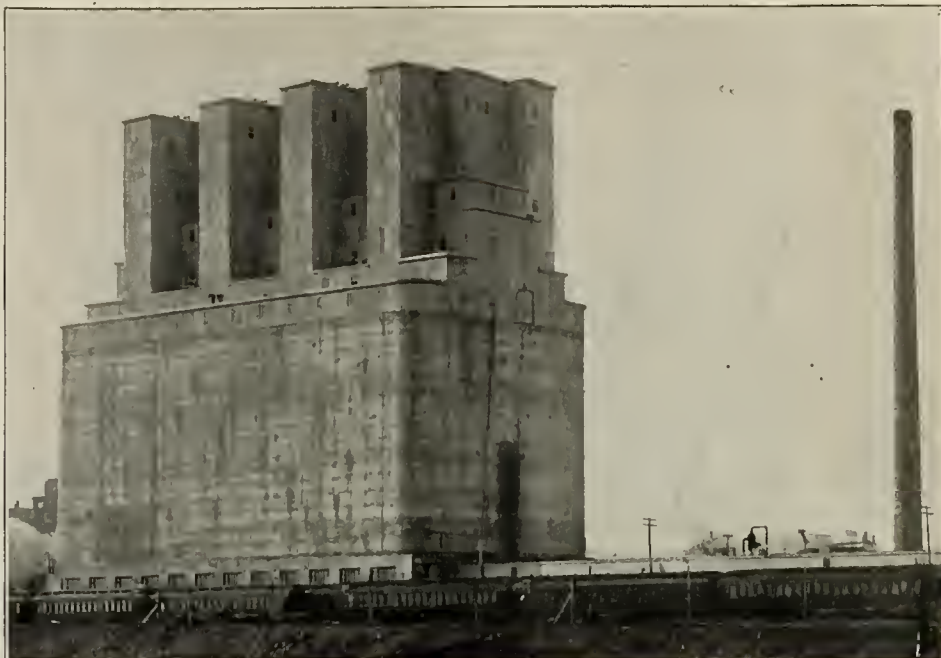


Quebec Harbor Commissioner's Elevator at Quebec, Quebec.
Capacity 1,000,000 Bushels.

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Also General Contractors with Offices in the Following Cities.

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Wood, Concrete or Steel
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built from our designs and by our force of workmen
are strong, substantial and economical in operation.

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Architects, Engineers and Contractors
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Because of its
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Made in JERSEY CITY, N. J., by the
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Grain Elevators, Flour Mills and Heavy Structures

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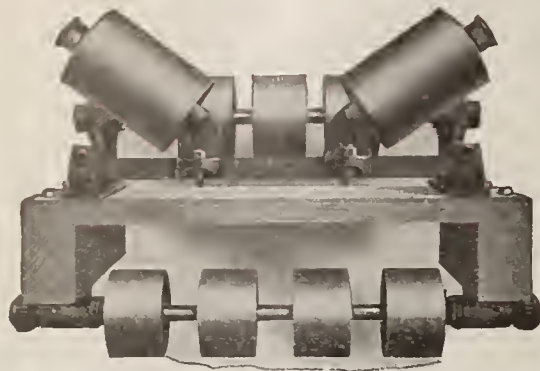
OFFICES:

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Improved Belt Conveyor

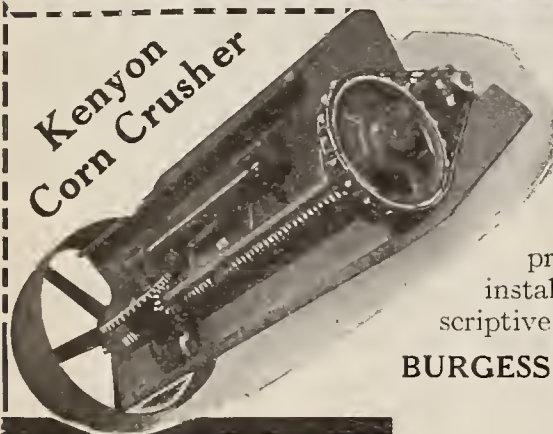
Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

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NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street

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Corn Crusher**

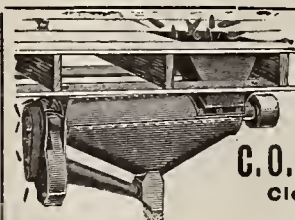


Economy

of power, repairs and upkeep, combined with large capacity, makes the KENYON the most profitable crusher for you to install. Write for prices and descriptive booklet to-day.

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You can satisfy your wants quickly through the classified ads. in this paper.



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Enables
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Claims
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Requires
No
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Occupies
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Space
—
Most
Economical
to
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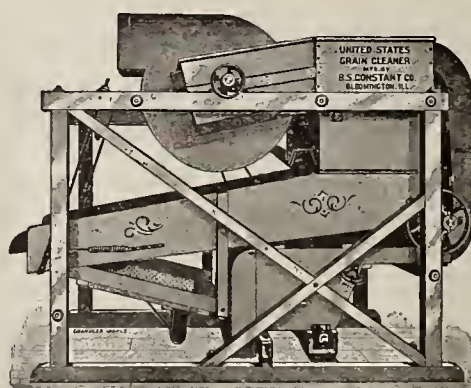


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No Bother
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or
Wear Out
—
60 Days'
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THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
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Five Separations and
All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.

State distance between floors and get our

Net Price

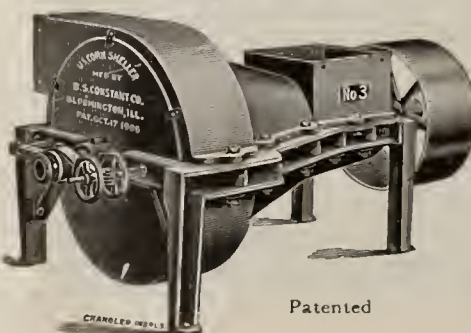
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Fan Discharge, over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired of any Sheller on the market.

Send for a Catalog.

B. S. CONSTANT MFG. CO.
Bloomington Illinois



Patented

EFFICIENCY 100 PER CENT

That's our Sales Department; but it wouldn't be 100 per cent or anything like it, if the efficiency of HESS DRIERS wasn't also

100 PER CENT.

Here's the story. You can hardly believe it—but it's true, just the same.

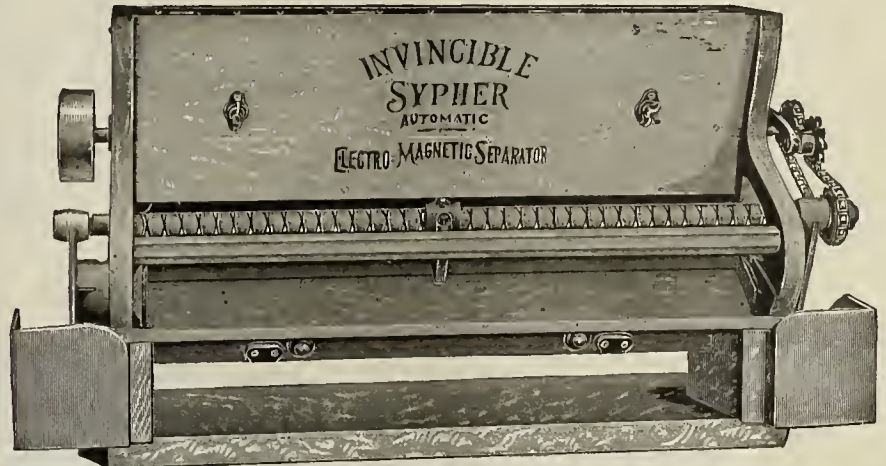
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Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

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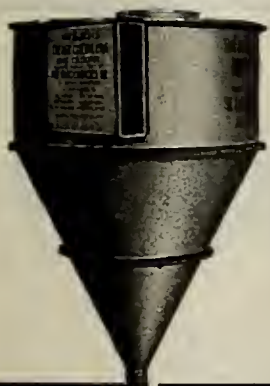
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Saves Half the Power

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JACKSON, MICH.

Transit Leaks

are unknown to the grain shippers who use

KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

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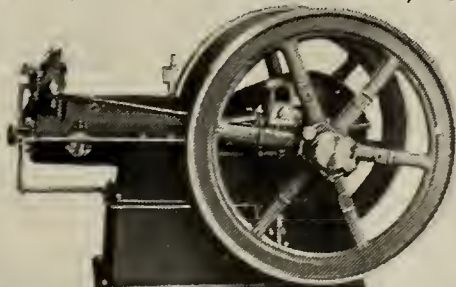
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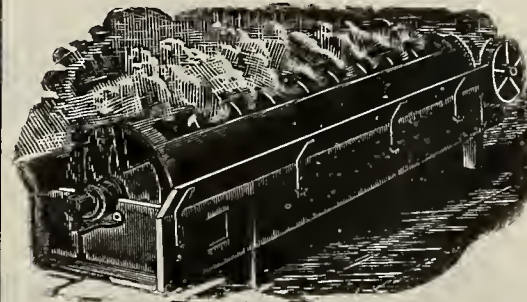
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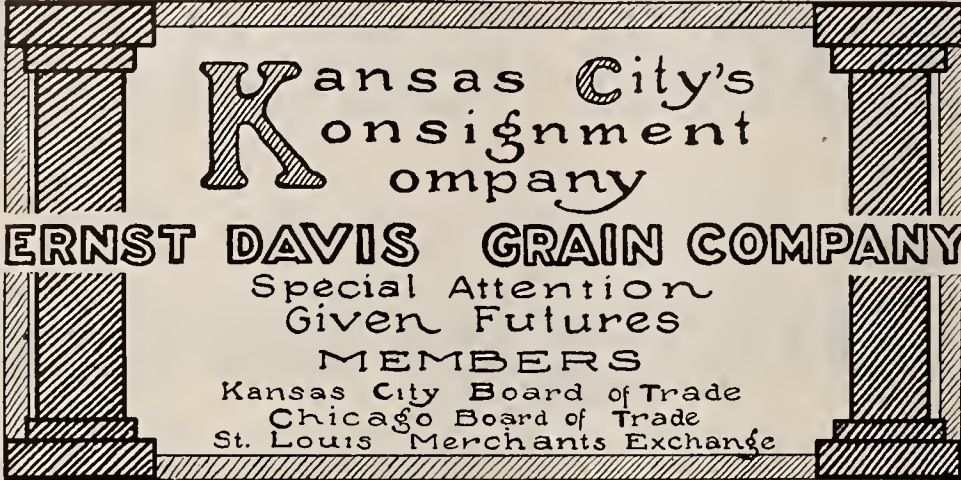
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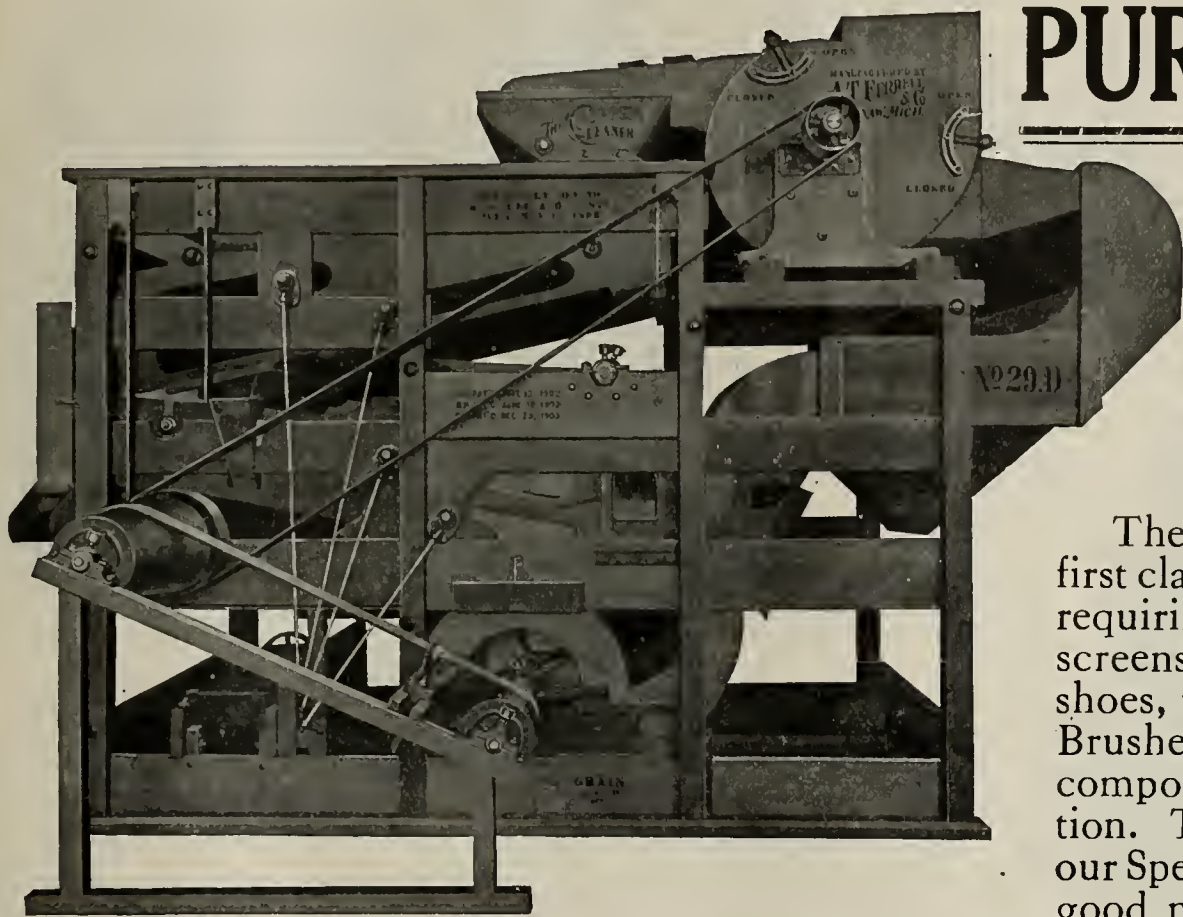
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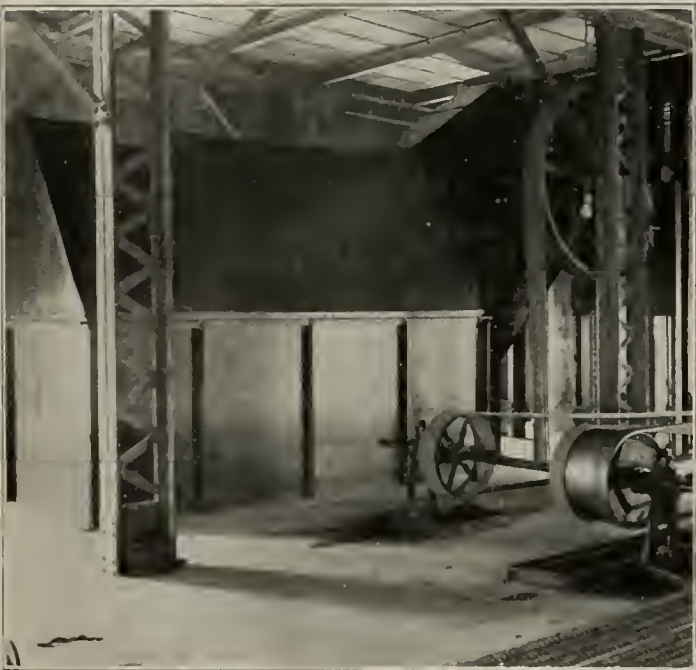
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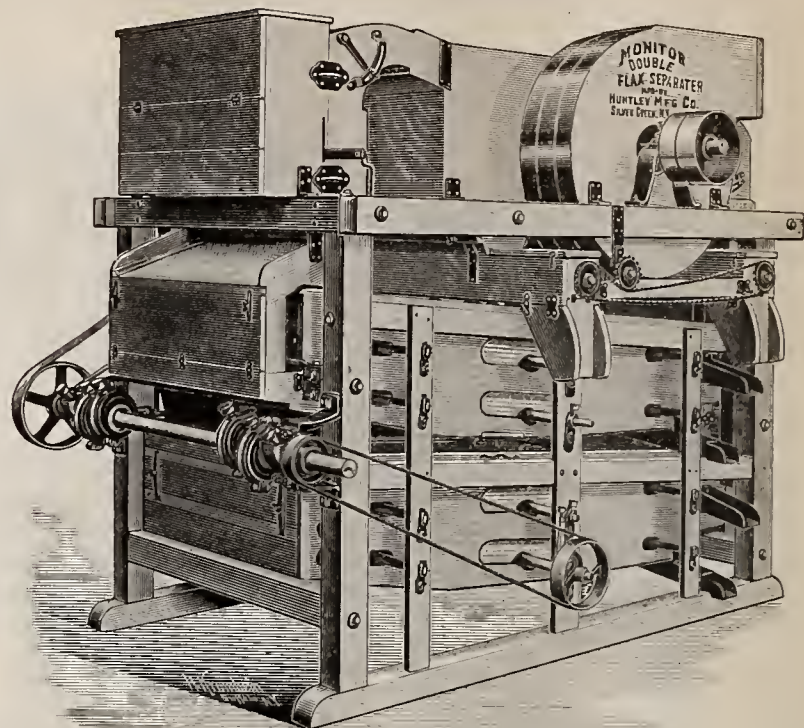
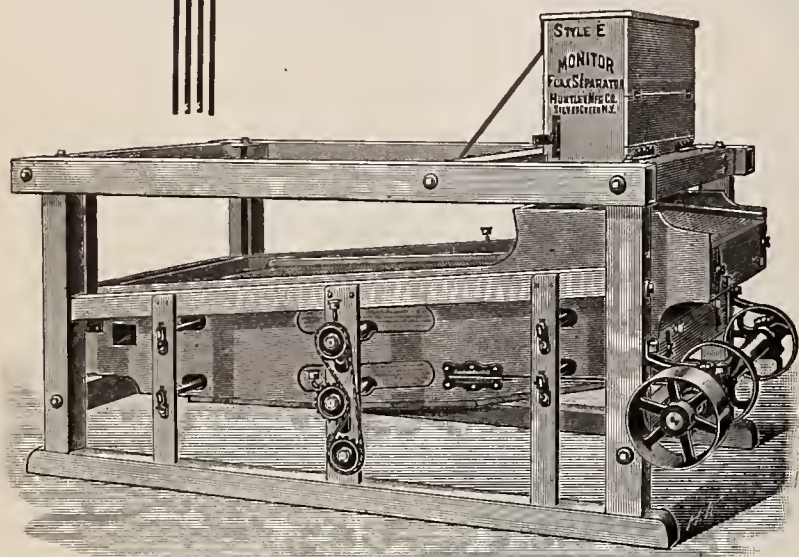
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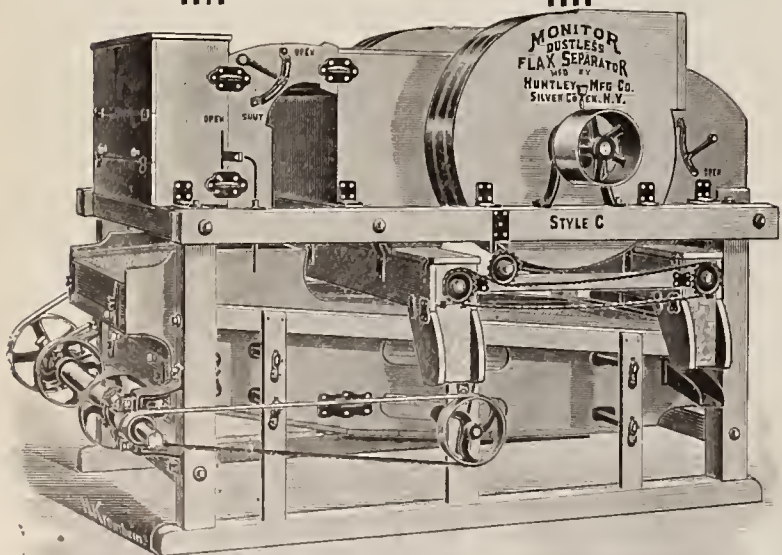
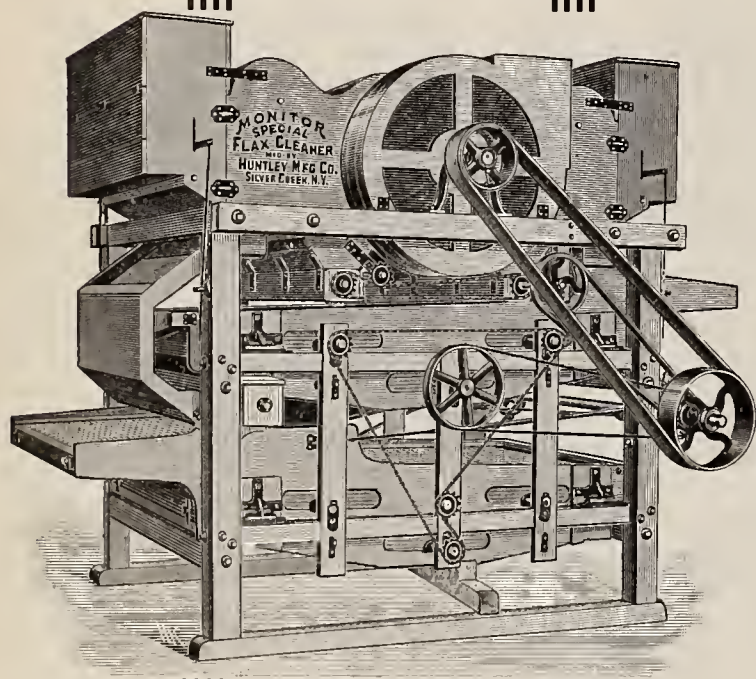
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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

VOL. XXXIII.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1914,

No. 3.

A New Elevator at Fort William

More Than a Million Bushels Storage Capacity Added to the Canadian Head of the Lakes by the Completion of Another Modern Concrete Elevator with Efficient Handling Equipment

THE Western Terminal Elevator Company was organized about three years ago and built a modern house at Fort William, Ont. The company's business enlarged with such rapidity that a greater capacity was found necessary, resulting in the completion on August 1 of this year of the elevator shown in the illustration. It was built by the Burrell Engineering & Construction Company of Chicago, under the supervision of John E. Todd, the general superintendent of construction for the Burrell Company.

The new elevator consists of working house and storage annex, affording a storage capacity of 1,100,000 bushels. This, with the old house, gives the company a total storage of approximately 2,000,000 bushels.

The entire plant is built of reinforced concrete and rests on a solid concrete mattress supported by piling. It is conveniently located on the Canadian

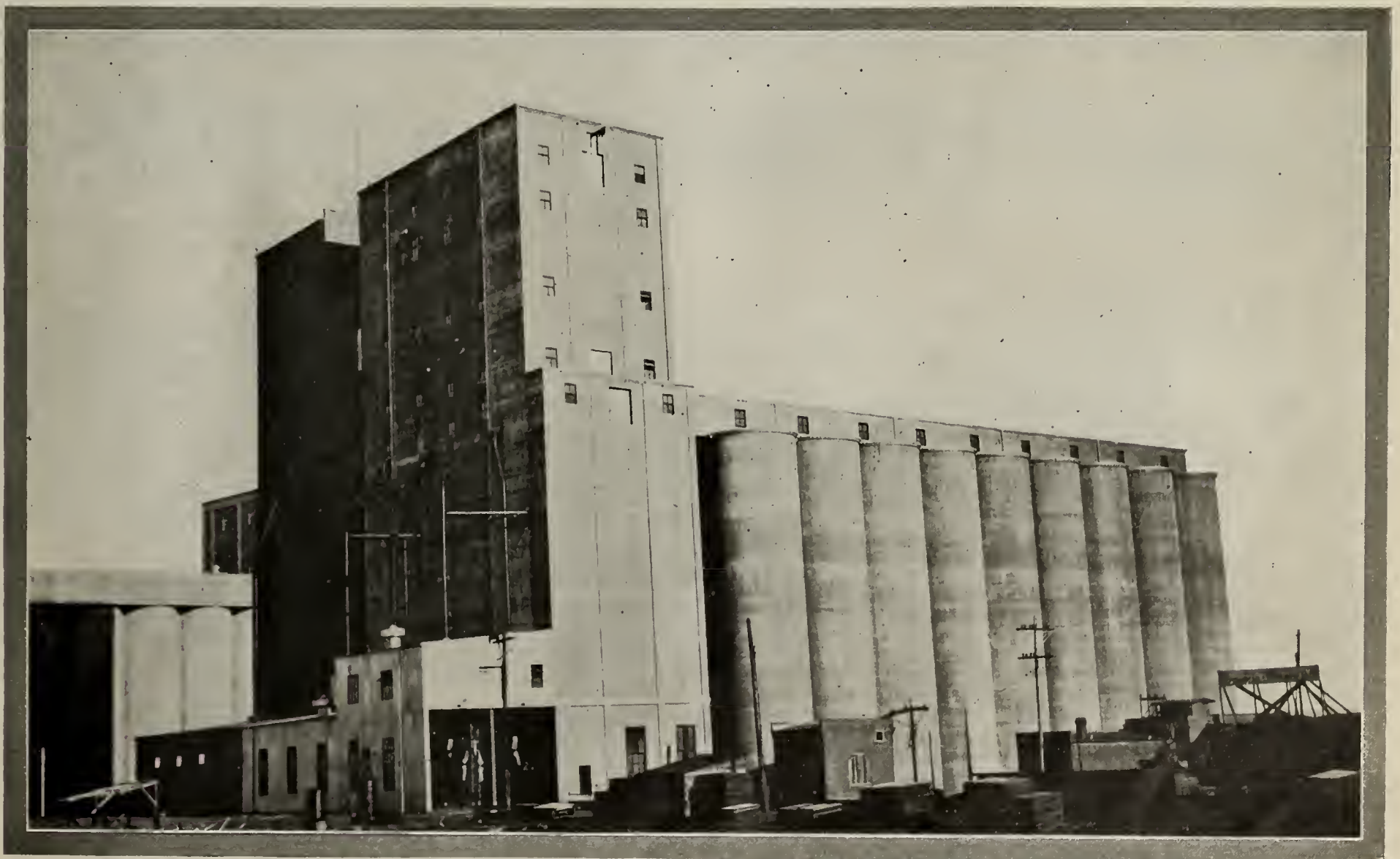
Pacific Railway at the Kaministiquia River, which empties into Thunder Bay on Lake Superior. The dimensions over all are 854x280 feet. The working house is 45 x 95 feet and 107 feet in height, including the cupola. It contains 28 bins.

Grain is received from cars through four receiving sinks and two elevator legs, which elevate it to the scales and garner in the cupola. Each leg has a capacity of 12,000 bushels per hour. After being weighed on a Fairbanks 2,000-bushel scale it is either spouted into the cleaning bins in the working house or sent to the storage annex. If it is to be cleaned it reaches the first floor where it is cared for by the following Monitor machines furnished by the Huntley Manufacturing Company, of Silver Creek, N. Y.: Six flax machines, five wheat cleaners, two scourers, one oat clipper, one wheat and oat extfactor. In addition to these there are two Monitor Screening Machines located in the cupola.

After being cleaned the grain is conveyed to the annex or boats.

The grain going out by boats is handled by two shipping conveyors located in the gallery over the storage bins, which discharge into four shipping bins. From these bins it is sent to the boats by means of two boat-loading spouts having a capacity of 20,000 bushels per hour each. In addition to the receiving legs, the working house is equipped with two shipping legs, three cleaner legs, one screenings leg and also a reversible transfer belt.

The storage annex comprises 36 tanks, 21 feet in diameter and 95 feet high and 24 interspace bins. A gallery above the tanks contains three distributing belts and two shipping belts. There are three tunnels beneath the tanks containing the belts for returning the grain to the working house. All the elevating and conveying machinery was furnished by the Weller Manufacturing Company of Chicago.



NEW PLANT OF THE WESTERN TERMINAL ELEVATOR COMPANY, FORT WILLIAM, ONT.
Designed and Erected by the Burrell Engineering & Construction Company, Chicago, Ill.

Why Some Elevators Fail

Country Elevator Man Must Figure Larger Profits—Consider Depreciation and Shrinkage—Keep Equipment in Order—Pay Himself a Salary—All Are Essential for Success

By G. D. CRAIN, Jr.

THE problems of the country elevator man are sufficiently numerous, everybody will admit, to keep him on the job twelve or fourteen hours a day, trying to figure out some method of squeezing a profit out of the business. Between the competition for the grain of the farmers in his territory and the difficulty of delivering equal grade and weight to the terminal market later on, the dealer in the country districts may almost be said to be between the upper and the nether mill-stones.

Comparatively few country elevator men have done better than make a living out of their business; and some of them haven't even done that. In other words, the business has furnished them with a job, and that's all. There is no reason why it should not have yielded a reasonable profit, sufficient to enable the dealers to amass the comfortable competence to which every man who risks his capital as well as his time and labor in an enterprise is entitled.

The trouble with most country elevator men is that they fail to differentiate between margin and profit.

"I know a man," said a shrewd observer of conditions recently, "who insists that if he starts the year with \$5,500, and at the end of the period has \$7,500, he has 'made' \$2,000, and no method of reasoning or argument will convince him that this isn't the case. He has made no allowance for depreciation, and he hasn't given himself a salary; and if these features were taken into account, his margin of profit would shrink to a very small amount."

It may be on this account that many elevator men go ahead trying to make money on handling grain with a margin of 1½ to 2 cents a bushel, when the conservative estimates of the successful members of the trade insist that it should be at least 2½ cents and preferably 3 cents in order to give the dealer a chance to come out at the large instead of the small end of the horn.

They apparently believe that in some mysterious fashion part of the money they handle is going to stick; and that, irrespective of the actual costs of operating the elevator, this margin will permit a profit to be made on the business. But, as a matter of fact, it is one of those things that can't be done. If it costs 1½ cents a bushel for actual operating expenses, and the margin of the dealer is little more than that, by the time he has taken care of the various other expenses which must be taken into account, he hasn't a chance to make any money.

Take the matter of shrinkage in weights. The dealer must pay for this, and it is a bigger factor than many members of the trade seem to believe. The actual loss in weight through the breaking off of the ends of the grains, the blowing away of dust, etc., is considerable and every dealer knows this. Yet the elevator man who realizes that he cannot possibly ship out as much grain as he has taken in—and paid for—seldom makes a point of actually providing a margin sufficient to take care of this factor. It ought to be at least ¼ cent a bushel, and in some cases ½ cent.

One of the reasons why the weight question is worth emphasizing is that in addition to the physical loss of weight indicated, there is another loss due to faulty scales. The average dealer is as likely to beat himself in weighing the grain as not, and in too many cases his scales are far from accurate. Covered merely with a shed, water is permitted to get into the scales and to freeze on the rods and other parts of the mechanism; mud from the wagons falls between the platform and the sides, interfering with the operation of the scales; and in various other ways the equipment is not kept in the best possible condition. The error may sometimes

be in favor of the dealer, instead of against him; but as the wily agriculturist is usually equipped with scales of his own, he is in a position to call attention when the mistake is that of underweight; while, as a rule, he permits the dealer to give him a little more generous weight than his own scales have recorded, without serious objection. So faulty scales are likely to add to the shrinkage which must be taken into account, and thus increase the loss and decrease the margin which is available.

The successful dealer is not afraid of his own shadow, and isn't going to have heart failure if a farmer decides to take his grain to another elevator. But there are some elevator men who are so fearful of losing business that they will take grain on which they know that they cannot make any money.

In a good many cases the elevator man who attempts to cut down the price on off-grade stuff is whipped back into line with the threat that the grain will be taken to the other plant. Instead of having the nerve—what the prize-fighters call the "guts"—to send the wagon out of his yard rather than accept grain at a price which will not permit a fair margin to be made in rehandling, the dealer too frequently agrees to pay the full price, and takes it in on that basis.

With a considerable percentage of the total volume of business handled carrying a loss instead of a profit, it is doubly difficult to make the margin sufficiently large to leave anything over at the end of the season. Yet the dealer seldom realizes that it is better to handle a small volume, on which every bushel carries a profit to the elevator, than a larger one with some of the business resulting in either no profit at all or an actual loss.

The country elevator owners realize the advantages of associations, and the state organizations are unusually strong. Yet these organizations cannot be of maximum advantage unless their teachings are applied in the work of the local dealers. There is no need of getting together in a way that would controvert the statutes or would involve combining in restraint of trade; but the dealers certainly ought to have horse sense enough and stamina enough to refuse to pay more than the grain is worth, and to refuse to be whipsawed into making excessive allowances for fear of what "the other fellow" will do. The other fellow knows the situation, or ought to; and if he has any gumption he will follow the same course.

The elevator man of the type referred to above, who thinks that as long as his bank account is a little bigger this year than it was last, he is making money, should realize that it is possible for his business to eat itself up. In other words, if he takes no account of the depreciation that is going on steadily, relentlessly, constantly, he is gradually going to consume his entire capital, as represented in his elevator and equipment. The time will come when machinery must be replaced; but if a charge for depreciation has not been made, the money must be found outside, instead of inside, the business. And when that happens, the dealer will be brought up face to face with the proposition that instead of spending net earnings, he has been using up his capital.

The same thing applies to the matter of not allowing himself a salary, but taking his remuneration out of the earnings of the plant. This is a topic which has been discussed before, but it will stand repetition. The dealer should remember that if he were not on the job, he would have to pay a manager to run the business for him; and if, after paying his salary there were no net profits, then it would be apparent that the business, as such, was

not profitable. Yet the elevator man overlooks this point, and "makes" hardly more than enough to pay his living expenses, but thinks that his business is profitable and is making good.

This is one thing that the co-operative elevators do properly. Though in many cases they are run on the wrong basis, and with the idea that certain expenses may be eliminated in this way, the fact that managers have to be employed and other business-like methods used, emphasizes to the farmer stockholders that the business has certain expenses that cannot be avoided, and that these must be paid before profits can be considered. These are facts that the elevator men conducting private and industrial enterprises do not always consider.

The country elevator, operated as a straight business proposition, and with no speculative features considered, ought to pay a profit. To do this, the owner must apply the following rules:

He must consider depreciation, shrinkage and other elements of expense and loss.

He must handle no grain on which he knows he cannot make a profit.

He must pay himself a salary for conducting the business.

He must keep his equipment in good order.

He must avoid cut-throat competition.

If he carries out these propositions, his chances for success are certain to be much greater than if he contents himself with running his business in a haphazard, trust-to-luck, rule of thumb way, where he is hopeful of results, but cannot assure himself of them.

NO BREACH OF WARRANTY IN SALE OF CORN CHOPS

BY J. L. ROSENBERGER.

The only express warranty in a certain sale of a carload of corn chops was that they should be pure corn chops. The chops furnished were moist, but were made purely from corn and nothing else, and were not adulterated with any foreign substance such as Kaffir corn, etc. They afterwards became heated and deteriorated in value.

In affirming a judgment in favor of the sellers, in an action brought by the purchaser to recover damages for alleged breach of contract, the Court of Civil Appeals of Texas says, *F. A. Piper Company vs. Oppenheimer*, (158 Southwestern Reporter, 777), that the plaintiff's petition could not be construed as alleging an implied warranty of merchantability, as there were no allegations that the plaintiff was a merchant and bought the chops for resale, and that the defendant knew they were being bought by the plaintiff for such purpose. In fact, there was only one allegation contained in the pleadings from which a warranty by implication would arise, and that was the allegation that it was understood between the plaintiff and the defendant that said chops should and would be used as food for live stock when delivered to the plaintiff. But the word "understood," as used in this connection, should not be construed to mean "agreed," because it would be very unreasonable that parties should make the future use of goods by the buyer a subject for specific agreement. The word was evidently used to convey the idea that the seller understood or knew that the chops were to be used as food for live stock when delivered to the plaintiff. This allegation, in the absence of a special exception, must be given the benefit of every reasonable intendment, and when so construed sufficiently alleged an implied contract that the chops should be fit food for live stock.

However, an allegation of known purpose to use chops for stock food raises only the implication that the chops shall be reasonably fit and appropriate for the purpose of feeding stock, and does not include any other or further warranties. The court concludes that there was no error in holding that no implied warranty of soundness or merchantability was alleged.

The court is also of the opinion that no implied warranty of fitness for stock food could be asserted in this case, because the transaction was between

a grain broker who had never seen the corn and a grain dealer who bought, not for the purpose of using the same as food for live stock, but for the purpose of selling the same at retail.

Moreover, there was no evidence that the chops were heated, when delivered to the plaintiff, but were merely moist, and there was no evidence that they were unfit for stock food at that time, but became so by reason of being closely stacked by the plaintiff in their moist condition. It further appeared from uncontradicted testimony that the

trade term "pure chops" meant chops which had not been kiln dried, and that moisture was inherent in such chops. Wherefore, the court is of the opinion that a judgment for the defendant was correct. The evidence failed to sustain express warranties of merchantability, soundness and suitability for stock food having been made, and there was no allegation of any implied warranty except that of suitability for stock food, which was not proven to have existed or to have been breached had it existed.

The efficiency of the German organization for years has been known to be remarkable—on paper. Its real strength has been demonstrated to be even greater than was expected. In an incredibly short space of time 4,000,000 men were mobilized, fully armed and accoutered and in their allotted place, without a single instance of confusion or doubt. In addition 1,200,000 volunteers who were ineligible for the regular army on account of defective health or age, have been organized as the home guard, leaving every man of the regular force at liberty for service at the front.

After a futile diplomatic parley, this enormous engine of war was launched across the Belgium frontier. The resistance of the Belgians against overpowering numbers will long be remembered as among the great achievements in the history of war. The force of the German machine could not be gainsaid, however, and in two weeks Belgium, with the exception of a strip along the coast, was in the hands of the invaders.

Since then the march of events has been too rapid for any attempt at chronicling at this time even if the censors had allowed more than the briefest summaries of events to leak through the dispatches. The German troops have continued to advance at marvelous speed, almost constantly under fire, sustaining enormous losses, but always drawing closer to Paris, the ultimate goal of the campaign.

The allied armies have been pressed back to a narrowed line of defense, the Germans at this writing occupying the valley of the Somme as far west as Amiens, the valley of the Oise to within a few miles of the outskirts of Paris, and the Marne Valley

These Days of War and Peace

The Boundary Lines of Europe in a State of Change—The Present Situation—A Time for Conservative Action in the United States—Danger of Entanglement Discounts Our Opportunity for Expanding Foreign Trade

By FORMAN TYLER

ON June 29, 1914, Archduke Francis Ferdinand, heir presumptive to the throne of Austria-Hungary, was assassinated. The crime was attributed to Servian influence. This unproved assumption was used as excuse for which Austria and Germany had waited ever since the Balkan States had shown their strength against the German trained army of Turkey. The Slav strength in the South was a continuous menace to northern influence in the near East. War was declared by Austria against Servia after that government had evaded the terms of Austria's ultimatum. Thus was be-

gun the greatest war in the history of the world.

Russia threatened to come to the support of Servia; Germany objected and cast its fortune with Austria; France by the terms of the triple entente enlisted with Russia, and when the Germans invaded Belgium over the protest of that nation, England was forced into the conflict to protect the neutrality of its little neighbor. The stage was set. The primary cause of the war was forgotten, the origin of hostilities became a mere outpost engagement compared to the later developments, and the real struggle was begun.



TWO BIG EUROPEAN GRAIN PORTS AND A CITY WHERE A SIEGE IS ANTICIPATED

The Harbor of Odessa, Russia (upper left); The Harbor of Liverpool, England, Showing the Dock Estate (upper right); Panoramic View of the City of Paris, France, Showing the River Seine.

to Rheims where the right wing of the army seems to have formed a juncture with the center which, up to this time, has been less vigorous in its attack and has been more successfully held in check by the French division under General Pau.

The extreme left of the invading movement, operating in Alsace, has done no more than keep the French right occupied while the real advance from the north was being consummated.

In the meantime the Servians have shown their superiority over the Austrians in the South and the huge Russian force has been mobilized and advanced into northern Germany and into Austria, winning back the Polish territory which had been taken by the Austrians in the early part of the hostilities before the Russian mobilization was completed.

The situation at the present time is as follows: Germany has successfully invaded France, pushing back but not breaking the defence of the allies. Russia is concentrating its northern army for the advance on Berlin, while Austria, between Servia and the Russian left wing, is helpless to give much aid to Germany. England has just begun to show its strength and France has another army in reserve. Germany must act quickly if it is to gain any decisive victory in the West before it has to return to defend the Fatherland. Every day gained without this determining engagement adds to the strength of the allies, while the Germans are suffering great losses in men, and from now on will lose in prestige by delay.

The Atlantic belongs to England.

All of this is far away, subject to misinterpretation by reason of the censors and our distance from the scene of activities. But we have at hand evidences of war no less certain than devastated fields and carnage.

War affects prices on the world's markets more than drought or flood. The news of the conflict was immediately reflected in this country by tremendous excitement on the stock and produce markets. After one day of turmoil involving the loss of millions of dollars all of the stock markets of the world were closed and have remained closed ever since. On the Boards of Trade the excitement was nearly as great, fortunes were made and lost in a few minutes and it looked as if disaster must fall on many houses. But the members generally weathered the gale. Since war was declared between Austria and Servia the price of wheat has advanced on an average of about 10 cents a week to the highest mark ever recorded at a corresponding time for December delivery.

It is reported that Germany and Austria began buying unprecedented amounts of wheat as early as May last and that 100,000,000 bushels were contracted for in Europe and the United Kingdom before hostilities began. At the Chicago Stock Yards it is reported that Germany also bought large numbers of horses last Spring. A fairly steady stream of European purchases of American breadstuffs has been made in the last month so that the present high price of wheat may be taken as a fair indication of the relative position of supply and demand.

The rise in price has not been steady by any means. The uncertainty of shipments and then the cessation of international exchange and the prohibitive insurance rates brought down the prices temporarily but the tendency has been ever upward and now that exchange has been arranged and the Atlantic appears entirely free from ships hostile to the allied nations, commerce between those countries and the United States is untrammelled.

The commercial position of this country is particularly strong. Europe will depend on us to a great extent for foodstuffs. Liverpool, Antwerp, and the French ports are open. Brussels is open but the English fleet has put a practical embargo on the port because of its connection with Germany. Russia, our greatest rival for the European grain market, at first put an embargo on exports of grain but has since lifted it. This will be unavailing, however, if Turkey is drawn into the strife, as seems probable at present, for the Bosphorus will be closed.

Our position of vantage is dependent entirely on

the strict neutrality which we maintain. Only by the most careful and conservative course will we be able to satisfy all the nations at war. Many wild schemes for furthering our commerce abroad have been advocated in and out of Congress, but that hasty action along any line would be very ill advised and dangerous at this time, is conceded by everyone. Our exports are being taken care of for

the present and, while it is to be hoped that out of these troubled times will come a new era for an American merchant marine, this desirable result should be the outcome of revision of our shipping laws and not by a possible foreign entanglement such as might easily come from Government ownership of vessels or purchases from foreign owners at this time.

The Grain Trade at Antwerp

A Review of the Handling and Selling Methods Just Previous to the German Entry Into Belgium

THE description of the grain trade at Antwerp, as outlined by Consul General Henry W. Diederich, refers to the normal conditions as they existed three months ago. At the present time, no doubt, the method is simplified, all cargoes being automatically observed by the government for the use of the beleaguered garrison and townspeople.

In 1913 Antwerp imported 3,010,340 tons of grain of which wheat comprised nearly two-thirds. North America furnished over 600,000 tons of the grain, most of this being wheat. The floating pneumatic grain elevators at Antwerp suck the grain from the vessels' holds and raise it to a height of about 98 feet, where the grain enters a chamber from where it falls into barges, after having been weighed. Some of the elevators have special mechanism for putting the grain into bags for loading on trucks. These elevators are owned by the government. The great advantage of this system is in the rapid handling of the cargo. A cargo of grain of 5,000 tons can be discharged by hand labor in about 14 days, whereas an elevator can do the same work in 2½ days provided delivery is taken at barges. These barges have a tonnage of 100 to 300 tons and serve well as warehouses for the storing of unsold grain discharged at Antwerp. Many barges are chartered to "stay in port" and their cargo is transhipped or put on trucks when sold. Other barges convey the grain, when sold, to the interior of the country—for instance, to the buyer's mill. These are from 600 to 700 barges which ply to and from Antwerp intermittently, to say nothing of about 300 which never leave the port. The town council recently voted for the construction of a dock for all grain barges, to be known as the docks of concentration. This, however, is not expected to be completed for a few years. The Antwerp merchant has changed methods in the grain trade. He is now importing grain for his own account, with his own capital, at a price including only the cost, freight, and insurance to Antwerp. The merchant through his new methods is naturally doing away with the brokers, who are slowly but surely disappearing, and not a few of them are gradually becoming actual merchants. The position of the agent is not much better. The great development of the grain traffic between Antwerp and the exporting centers on the Black Sea decided several of the foreign houses to open branches at Antwerp, so that now nearly all the grain shippers of Roumania and Bulgaria have their own offices at Antwerp, thus leaving no business for local agents.

The old established firms keep on in their conservative lines, and the newcomers adopt their own way of doing business, as agents, merchants, brokers or branch house. Anybody may enter the grain section of the Antwerp Exchange at any time without formality; there is no restriction on the grain trade whatever, therefore there are 300 grain houses in Antwerp. Thirty of them monopolize practically three-fourths of the trade, the other 270 firms must divide among themselves the remaining one-fourth.

There are many ups and downs in the grain business of Antwerp and the Grain Exchange sees many changes, mainly on account of insufficient capital. It is safe to say that there are scarcely a dozen firms working with an available cash capital between \$100,000 and \$200,000, 15 with a capital of

\$40,000 to \$100,000, and 20 with a capital of \$20,000 to \$40,000. All the others work with less than \$20,000, and most of them with probably half of that amount. The merchant should have enough to pay the purchase price to the exporter. Lack of sufficient capital keeps him from doing this. He practically pawns the grain to the bank, and the bank puts itself in the place of the merchant, by taking up the documents, receives the goods, stores them and holds them until the sale is made.

The banker takes many risks by handling this grain, and his commission for his risks is heavy. When a crisis occurs the banker can bring about a merchant's ruin by refusing him credit. This fact is a menace to the grain trade in general.

The establishment of a new grain exchange known as the *Marché à Terme*, in 1911, caused a great stir in the grain trade of Antwerp. This establishment handled all operations that were before handled by the various agencies. All details were simplified and the operations were made doubly sure. In the negotiations, the intermediaries disappear and the first seller furnishes the merchandise and the last buyer takes the delivery. To cover itself against loss a guaranty either in cash or in first-class securities is demanded from both the buyer and the seller at the time of registration of the transaction. The "*Marché à Terme*" is managed by a committee of eight members elected for a term of two years. Every year four members retire and are not re-elected. Experts are appointed every year by the committee—experts of two classes—for corn and barley, and for other grains.

Formerly the grain trade at Antwerp was regulated exclusively by private convention and custom. These customs left things open for a great variety of interpretations, and the diversity of contracts needlessly complicated affairs. In 1878 the Chamber of Commerce undertook to draw up a uniform contract to serve as a basis for all grain transactions, and fifteen years later these contracts were approved by the grain Arbitration Chamber. These contracts, modified and re-edited in 1908, and again revised in 1914, number 19. There are distinct forms for trade with the Baltic Sea, the United States, the Black Sea, and with the River Plate country.

The Chamber of Commerce of Antwerp comprises 35 sections, each devoted to the interests of the particular trade of its members. Out of 1,500 members of the chamber about 350 are enrolled as members of the grain section. The arrival at Antwerp of cargoes of grain largely mixed with wheat, which is the only cereal paying duty, and the entry into the country of old bags have required the intervention of the grain section. The grain section with other sections of the chamber has taken up the matter of hours of labor at port, the lack of rolling stock, and proper equipment in the port.

In 1907 the Association for the Protection of the Grain Trade was founded as a professional union and was legally recognized in 1908. This association has for its object the examination, protection, and development of the business interests of grain merchants, in fact all matters where the general welfare of the grain trade is concerned. The Club of Grain Brokers was founded in 1898 with the object of encouraging a fraternal spirit, and defending the interests of its members.

Harvesting in the Emerald Isle

Irish Harvest Little Affected by the War—Women and Children Do a Large Share of Work—Hand Methods in Use—Modern Machinery Just Beginning to Be Known

By WALDON FAWCETT

THE internal political dissension which for some months past has kept Ireland very much in the public eye, and even the great European war, shrinks in importance as the harvest time approaches, for the Emerald Isle is a pretty busy place during the season for gathering the grain. One explanation of this is found in the circumstance that the old-fashioned methods, involving only hand labor, are yet in vogue to a great extent in Erin and all the members of the average Irish farmer's family—women and children as well as the men of the household—work in the fields during the garnering of the cereal crop.

To American eyes the spectacle of the sickle and the scythe in use in a country so marvelously fertile as is Ireland appears a trifle incongruous, but it cannot be denied that the loyalty of the Irish to these time-honored implements of the grain grower make for picturesque harvesting. When American reapers come into more general use in the land of the Shamrock—and the invasion has already commenced—harvest time in Ireland will lose some of its spectacular features. However, the old-time methods will probably long continue in certain sections of the island because of the small size of the average farm. Even though the government (through the Congested Districts Board and other agencies of land purchase) succeeds in breaking up all the great Irish estates and apportioning the land among the people in economic holdings there will be many tracts where the acreage in grain will not be sufficient to warrant the use of power machinery in harvesting.

Moreover there are vast stretches of Ireland—sections such as the highlands of Donegal and the mountains of Connemara, little known to tourist—where the country is so stony and so mountainous or at least so heavily rolling, that it is difficult to figure out how horse-drawn machines, much less tractors, could be used satisfactorily, despite what has been done in hillside harvesting on our own Pacific coast. Consequently it will doubtless be possible for succeeding generations to behold in the West and Northwest of Ireland the autumn drama of the gathering of the grain on the uplands by women whose flaming red petticoats add a touch of color to the deep brown and purple tones of the wind-swept hills. The necessity for so much of this labor on the part of the women is found in the circumstance that a large proportion of the men are temporarily absent from the Irish farms, either working as harvest hands in England and Scotland, or enlisted for the war, for local differences are forgotten in the danger which threatens the United Kingdom, and both factions have shown their loyalty to the king.

Grain growing is a very ancient industry in Ireland for there is ample evidence to prove that all the various kinds of grain which are cultivated at the present time were in use in that ancient Ire-



THE WOMEN OF IRELAND HELP IN THE HARVESTING WORK

land, the civilization of which antedated that of England and Scotland. Wheat was cultivated in Erin from the most remote ages. The Irish word for wheat, "crunneght," means red or blood-colored, and the significance of this Gaelic word goes to prove that the wheat cultivated in Ireland more than ten centuries ago was the very same as the Irish wheat of the present day for, as our readers probably know, the distinguishing characteristic of the true Irish wheat—now fast dying out—is its red color. In the Ireland of bygone ages all the various kinds of meal and flour were baked into cakes and loaves of different shapes, but then as now there was a preference for wheaten bread.

Harvesting was carried on in Ireland for centuries prior to the discovery of America by means of the sickle or reaping hook, although meadow grass was cut then as now with a scythe. In the

fitted with a handle which was fastened in the socket by means of a rivet.

There is reason to believe that in the harvesting, in the olden days, the reaping was done by cutting off the tops with the grain, leaving the straw to be dealt with separately. There is evidence to prove that the founders of the Irish race cultivated wheat extensively. With wheat, as with other grains, the threshing was done by means of a flail and the wheat was ground and sifted into coarse and fine, namely meal and flour. That grain growing played an important part in the life of the early Irish is but natural when we stop to consider what dependency was placed upon cereals as articles of food. From the beginning of history, apparently, the staple food of the great mass of the Irish people was porridge or stirabout. This was made of oatmeal, wheatmeal, or barleymeal, but popular favor seems always to have inclined to wheatmeal.

While present-day harvesting in Ireland is picturesque in the extreme, there is no getting away from the fact that it is because the harvesting is done on a small scale that it is thus replete with "human interest." Grain farming in Ireland has declined steadily for a number of years, due to a number of causes, principal among which are the competition of American wheat and flour; the yearly increasing scarcity of agricultural labor; and the splendid natural richness of the pastures of Ireland, which seem to hold out promise of greater profits in meat stuffs and dairy products. The oat crop is today pre-eminently Ireland's great cereal, but the acreage in this cereal has decreased 50 per cent in half a century, and the wheat area today is probably not one-tenth what it was three-score years ago. Thus, while Ireland produces between one-third and one-fourth of the oats grown in the United Kingdom, she is today producing only one-thirty-seventh part of the wheat.

Weather conditions are a factor to be reckoned with in connection with harvesting in any country, and especially is this true in Ireland, which is famous for its frequent and copious showers. In Erin, too, the menace of rain is more serious because so many of the grain growers cling to the old-time methods of harvesting, which precludes the possibility of hurrying operations. Indeed, there have been seasons when, owing to excessive rains, such rivers as the Shannon have overflowed their banks and inflicted much damage upon the grain crop. Yet another influence that tends to curtail the profits of the Irish grain grower is found in the fact that Irish wheat is of so soft a character that it must be dried before it can be milled. Set over



SOME TYPICAL SCENES IN THE WHEAT FIELDS OF IRELAND

against this decline in the growing and milling of wheat has been the recent expansion of the corn industry. The development of cattle growing in Ireland has made a market for feed that has assumed vast proportions in the last decade or two and promises to grow at a correspondingly high rate in the next few years.

In order to encourage the Irish grain growers whose holdings are large enough to admit of the profitable employment of harvesting machinery, the Department of Agriculture of Ireland and various co-operative organizations scattered over the coun-

try have so arranged matters that mowers and other equipment may be purchased by the farmers at just about cost. For example, American mowing machines which cost \$52.50 each are being delivered to Irish farmers at \$57.50 each. However, it is not such innovations that supply the charm of the harvest season in the famous "Golden Vale" or in the interior of County Mayo or any other fertile part of the verdant isle, but rather the panorama of stone-rimmed grain fields to the singing workers in which every pious passer-by gives salutation in the form of "God bless the harvest" or "God bless the work."

Michigan Hay and Grain Men Meet

Annual Convention Held at Saginaw on August 26—New Life in Association—Work of Secretary Lauded—Banquet in Evening

ABOUT 50 members of the Michigan Hay and Grain Dealers' Association met in Saginaw, at the Vincent Hotel, on August 26, for the annual convention and banquet. Although the attendance was small the meeting was a pronounced success in many ways. Many Eastern buyers were present and offered their assistance in making the Association one of the largest in the United States. The meeting was opened at 2 p. m. by the presi-

There is no grain association in the state, and it is safe to say 50 per cent of the members of this Association handle grain as well as hay. Many grain men have taken time to attend this convention and they have paid up their dues. If reorganization must take place it would be only fair to put it off for a year. Give everyone a chance to think it over, call a midwinter meeting and you will find that it would be a big mistake to exclude grain men—the life of the Association." W. E. Sheldon also spoke against reorganization and wanted to know what there was against the grain men. After more discussion it was decided that the name should remain the same.

THE NEW OFFICERS

The following officers were nominated and elected: President, Frank L. Young, Lansing; vice-president, W. H. Sturgis, Flint; treasurer, Albert Todd, Owosso; secretary, J. C. Graham, Jackson. Directors—Tracy Hubbard, E. L. Wellman, John McLaren, Jr., F. E. Nowlin, H. E. Chatterton.

COMMITTEES

The following committees were appointed: Arbitration—W. J. Dibble, W. A. Dailey, J. W. Marks. Nominating Committee—W. G. Biles, Harry Northway, C. Z. Allen. Transportation—Donald McDonald, S. O. Downer, J. F. Sheppner. Committee on Place—W. A. Cutler, A. L. Steele, E. W. Potter. President Nowlin named the following committee to revise the by-laws and report as early as possible: S. Kirby, F. A. Kinde, Geo. Diamond, C. R. Huston, Tracy Hubbard.

President Nowlin, after calling on a few shippers for reports, turned the meeting over to the new president, Frank L. Young. President Young said in part: "I will do all in my power for the uplift and advancement of the Association. There are a large number of shippers in Michigan and they should all be members of our Association. Let us all work in harmony." On suggestion of Mr. Lichtenberg, the retiring officers were given a rising vote of thanks by the members for the excellent work done in taking the Association under a handicap and putting it on a sound foundation.

NATIONAL PRESIDENT HEARD FROM

President Young then called on W. A. Cutler, of Adrian, president of the National Hay Association, who talked on the hay crop and impressions of the New York State Association. President Cutler spoke in part as follows: "We have in southern Michigan the largest hay crop in ten years and the farmers are selling freely. The buyers are keeping their heads and the territory is in excellent shape. The price of hay has remained firm, although there has been great excitement in the grain market. The shippers are selling hay and buying grain. The general condition of things is entirely satisfactory. The scope of the National Hay Association is large and the work heavy. The government estimate of the U. S. crops is entirely too large, according to J. Vining Taylor, who says: 'While the United States crop is overestimated the Michigan crop is too small.'"

About 50 members attended the banquet which closed the convention. E. W. Wellman, of Grand Rapids, acted as toastmaster and kept things going

splendidly although entirely unprepared. Fred M. Williams, of New York, was called on during the evening, and he told of conditions in New York and offered personally to help the officers to make the Michigan Hay and Grain Dealers' Association one of the largest and best in the country.

Fred Latten made a favorable impression when he suggested that the Association be open for the country shipper. He said: "It would help a great deal toward making competition on a more fair basis." He gave one of his experiences, as a fitting illustration. "The big fellows and the little fellows together in the Association would eliminate all jealousy, hence big and better business."

Others called on by the toastmaster were Albert Todd, G. W. Marks, George F. Diamond, Willis E. Sheldon, W. H. Cronin and John Graham.

ATTENDANCE

Members who attended or firms who were represented at the convention were as follows:

C. R. Huston, Detroit; I. J. Berry, Davison; Wallace Orr Company, Bay Port; W. E. Sheldon, Jackson; C. A. Manchester, Fostoria; E. W. Potter, Leslie; Marlette Hay & Produce Company, Marlette; John A. Bradley, Holly; A. H. Smith, Smith-Connor Hay & Grain Company, Saginaw; Daniel McCaffrey & Sons Company, Pittsburgh, Penn.; E. C. Forrest, Saginaw; F. W. Lichtenburg and Sons, Detroit; Lew Thompson, Rose City; W. A. Dailey, Saginaw; Lewis Steele, Imlay City; Montrose Elevator Company, Montrose; McBain Grain Company, McBain; W. H. Cronin, Brown City; D. J. Cronin, Valley Center; Lapeer Grain Company, La-



PRESIDENT F. L. YOUNG
Lansing.

dent, Frank E. Nowlin, of Albion, who told of the difficulties he had met in attempting to get the directors together during the year for a meeting.

He said: "During the past year the Association has been lifted out of a hole, but this was not due to the work of the members. All credit is due our secretary, John C. Graham, of Jackson. He has worked hard and earnestly and has received no compensation for his time, nor does he ask for any. If all members were so enthusiastically interested in the welfare of the Association we would have a gathering here today of 150 or more. Now we have a foundation to build on. Let each member get busy."

THE SECRETARY'S REPORT

The report of the secretary, John C. Graham, was called for. Secretary Graham told of the work which had been done during the past year without the cooperation of members. He said: "I am anxious and willing to give my time to the work of the Association, but I would appreciate a little help."

Treasurer Albert Todd, Owosso, Mich., reported all debts paid and \$101.33 in the treasury.

A SUGGESTION FOR REORGANIZATION

A lively discussion followed a suggestion to change the name of the Association to the Michigan Hay Association. H. M. Strauss, of Cleveland, very ably spoke in opposition to the suggestion named, as follows: "Men who handle hay also handle grain,



SECRETARY J. C. GRAHAM
Jackson.

peer; C. R. Trumble; E. N. Beer, Chas. England & Co., Baltimore, Md.; Stockbridge Elevator Company, Jackson; Saginaw Milling Company, Saginaw; W. A. Bunting, Jackson; F. E. Nowlin, Albion; H. E. Chatterton, Mt. Pleasant; Albert Todd, Owosso; Geo. F. Diamond & Co., St. John; Chas. Wolahan, Birch Run; J. F. Bales & Son, Circleville, Ohio; E. C. Patten; E. L. Wellman, Grand Rapids; Bad Axe Grain Company, Bad Axe; Cass City Grain Company, Cass City; G. W. Marks, Jackson; Silverwood Elevator Company, Silverwood; Strubely & Mulvy, Shepherd; Whitcomb & Root, Cincinnati, Ohio; Swartz Creek Grain Company, Swartz Creek; New Haven Elevator Company, New Haven; H. M. Strauss & Co., Cleveland, Ohio; Lester J. Stimson, Big Rapids; Dibble & Bent, Shepherd; Fred M. Williams, New York City; McKenzie & Winslow, Fall River, Mass.; Frederick W. Camper, Toledo, Ohio; L. M. Smith, Chicago, Ill.; R. W. Baker, Crabbs-Reynolds-Taylor Company, Crawfordsville, Ind.

Japan purchased tremendous quantities of grain in the western part of the United States, before entering into the great European conflict.

The continued free importation of corn through the custom houses of La Ascension and Chetumal, Mexico, until December 31, 1914, has been authorized. During this period the custom houses of Progress, Campeche, Isadel, Carmen, La Ascension, Chetumal and Frontera must permit the coastwise transportation of corn only from one to another of these ports or to their subports.

Panama Open to Commerce

The Canal Formally Opened to Commerce on August 15—Official Opening Not Till Next Year—The *Ancon* the First Boat Through—British Ship *Doldroch* Carries First Cargo of Wheat

By "COLON"

ON August 15 the trade routes of the world received the greatest readjustment they have sustained since 1869, when the Suez Canal was opened to world commerce. The work which was begun by the United States Government on May 4, 1904, was completed and the Panama Canal was formally opened to the ships of all nations. The first ship to pass the length of the canal in commercial service was the steamship *Ancon*, which is shown in the illustration. The vessel is in the upper lock; the great gates are opening to admit it into Gatun Lake. This picture was taken on August 15 and is of great historical significance. It will continue to be of interest and importance after the siege of Liege and the occupation of Brussels are only lessons to be learned in school, like Thermopylac, Crecy or Waterloo. The epochal happenings of peace are permanent; those of war are obliterated as quickly as possible. Benjamin Franklin secured the alliance of France during our Revolutionary War, an act of the greatest importance at the time and which contributed largely to our success. But it is not for this that the great statesman will be always remembered. He tied a key to a kite string in a storm and showed that electrical force could be controlled. This, a simple act of peace, is his great contribution to mankind. So the building of this canal will ever be among the great accomplishments of the nation and the world will derive the benefit long after the travail and the cost have been forgotten.

While the history and description of the canal are more or less familiar to every American a brief summary of the main features may refresh the memory of some and will be useful for reference.

The route for the canal was explored as early as 1527 by Spanish adventurers. From that time to 1803 the district had little attention. In the latter year Humboldt, the German explorer and naturalist, made a visit to the Isthmus, and on his return strongly advocated the building of a canal. Nothing was done, however, and no use whatever was made of the short route until 1850-55, when the Panama Railroad was built. In 1879 Ferdinand De Lesseps organized the Panama Canal Company and the work on the canal was begun February 24, 1881. After excavating 78,146,960 cubic yards of earth, only about one-third of which was of any practical value,

the canal company failed in 1888 and five years later De Lesseps with others was sentenced to prison for fraud. De Lesseps died the following year December 7, 1894, hated by those whose fortunes he had wrecked, but ever to be remembered for his great vision which was only marred by his lack of the technical knowledge necessary to carry the project to completion.

In 1901 the Hay-Pauncefote Treaty was signed, which made it possible for the United States to

who was chairman of the commission for two years; John F. Stevens, who also served two years; and Colonel George W. Goethals, upon whom has fallen the brunt of the work and to whom the great credit is due. Nor should we forget Lieutenant-Colonel David Du B. Gaillard, his first assistant, who gave his health in the service, and Colonel William C. Gorgas, who has made of this place of pestilence one of the most healthful spots on the continent.

The Gatun Dam was finished June 14, 1913, and the first vessel was lifted through these locks on September 26, while the Miraflores locks passed the first vessel on October 14. This practically made the passage clear but a great quantity of earth, approximately 21,000,000 cubic yards, has subsequently been removed by suction, and now at last the channel is clear and vessels are regularly making the passage between the two oceans.

At no time during the process of the work has any indulgence been given to celebrating. Each step



THE "PEACE MAKER" ON ITS SPECIAL CARRIAGE ON THE WAY TO THE FORTIFICATIONS

carry on the work begun by the French, and which has been so brilliantly finished. In the following year the reorganized canal company offered the canal to our government and the purchase price of \$40,000,000 was agreed upon. In 1903 the canal treaty with Colombia was ratified by the Government, but was rejected by Colombia. Immediately afterwards Panama revolted against Colombia. Thereupon the Panama Republic was immediately recognized by Washington and the canal treaty with the new republic was signed and the canal zone secured by the United States for \$10,000,000.

The work was begun on May 4, 1904. The subsequent history of the canal is one of brilliant conquest over tremendous natural difficulties. Four engineers have been at the head of the works: John F. Wallace, who served one year; Theodore P. Shonts,

has been perfected and a new task started in the most matter of fact way. Even the passage of the first boat was attended with but little ceremony or notoriety, although not a hitch marred the systematic workings of the giant plant.

The Isthmus of Panama looks so small on the map that we are apt to forget the real magnitude of the feat which Colonel Goethals has performed.

The canal is 50.5 miles long. From the Atlantic a vessel enters a canal which leads to Limon Lake. The passage across this lake is about seven miles. Then three Gatun locks are passed which raises the vessel 85 feet to the level of Gatun Lake through the wide channel of which it can pass at ocean speed for a distance of 24 miles. At the west end of the lake is the Culebra cut, the most troublesome part of the canal. This cut is about nine miles



THE STEAMSHIP "ANCON" PASSING THROUGH THE GATUN LOCKS OF THE PANAMA CANAL

long. At Pedro Miguel the vessel enters a lock and is lowered 30½ feet to a small lake 1½ miles long. At the western end the two locks at Miraflores lower the boat about 54 feet to sea level, reaching the sea by a canal 8½ miles long. On the Atlantic side tide rises 1½ feet and the channel has a mean depth of 41 feet. On the Pacific side the tide rises 23 feet and the mean depth of the channel is 45 feet.

The tops of the lock gates can be seen in the picture. They are steel structures seven feet thick, 65 feet long and from 47 to 82 feet high. They weigh from 300 to 600 tons each. This gives an idea of the scale upon which the canal is constructed. The time consumed in passing a vessel through the entire canal varies from 10 to 12 hours.

Two questions of international significance have arisen in the regulations of the canal. The first had to do with the free tolls for ships in American coast trade. In the original Canal Act such vessels were exempt from tolls. This part of the Act was repealed last spring so that now all vessels use the canal on equal terms. The second question had

to do with armament, the government wisely concluding that it had the right to do so. Over 10½ million dollars have been spent in fortifications and armament. At the Pacific entrance to the canal is stationed the largest gun in the world, called the "Peace Maker." It is 50 feet long, weighs 150 tons, fires a 6-foot long shell for a distance of 23 miles, and is mounted on a disappearing base.

On August 22 the British ship *Doldroch* carried a cargo of wheat through the canal. The vessel cleared from Puget Sound on August 2, bound for the United Kingdom. This is the first of a great armada of grain vessels which will use this shortened route from West to East and from East to West.

On August 24, 12 carloads of flour were being prepared at Spokane for shipment to Boston by way of the canal. The rate on flour via Panama to Boston is 95 cents as compared with \$1.40 by the all rail routing. This difference will undoubtedly extend the business of Western mills in the Eastern states.

payee's endorsement, as in the case of the check, being his receipt. This also has on its face spaces for the enumeration of items paid and besides bears the notation, "When properly endorsed, this becomes a demand draft on Blank Elevator Company, Minot, N. D." When presented, it is paid for by check. An advantage claimed for this system is that the money will not be needed in the bank until the draft is presented for payment, thereby requiring less tied-up capital, while in the case of a check there should be in the bank at the time of issuing a sufficient balance to cover. Where voucher drafts as above are used, it would require a "Voucher Register." We assume however that, for the purposes of the average country elevator company, the check books furnished by the banks are entirely adequate and therefore have not discussed this feature fully.

In designing the journal and ledger for this system we have tried to dispense with separate grain record, bringing the grain bushels directly into the journal in addition to money value, from which totals in bushels and money are transferred to the ledger as later described. We are attempting as simple and easily kept a system as possible and are well aware that in a business of any size where a large amount of detail record is desired, the bushel record kept in the journal may not be as complete and satisfactory as an exclusively grain record. Yet we venture to say that the suggestion made as to keeping a memorandum record for each grade and kind of grain will meet the requirements in most cases.

The first column of the journal is for the date. The second shows the account to be charged and credited, together with detail in connection with the entry, such as name of party to whom check is drawn and for what purpose.

Here let us state that the books suggested herein are designed for the double entry system of book-keeping. Without attempting an exhaustive treatise on the subject, upon which volumes have been written, perhaps a brief explanation of double entry may not be amiss. Simply expressed, it means that there are two sides to each entry and, further, that the two sides must be equal. One is the debit (Dr.) or charge side; the other is the credit (Cr.). The debit is always on the left and credit on the right. Generally speaking, the account that receives value is debited and the account from which value is received is credited.

For example, wheat is bought for, say, \$15.25. The wheat account should be debited with the amount because it receives the value; the bank account credited, because value is received from it in that the money is taken out of the bank to pay for the wheat. On the other hand, if wheat were sold for

Practical Accounting for Grain Elevators

A Simple System by Which Elevator Transactions Can Be Recorded—Accurate and Easy to Handle, and Acceptable to Railroad and Warehouse and Public Utilities Commissions

By A. C. BRUDE

[Second Article]

THERE are many locations where an elevator company finds that it can to advantage deal in other commodities besides grain, such as flour, feed, lumber, tile, coal, etc. For these Form *F* is offered as a suggestion. It is made out in duplicate, the original given purchaser at time of sale and the other retained, from which journal entry is to be made. The commodity sold is checked in the proper square in the upper left hand corner.

If the volume of business were great enough, it would be well to have one form for each commodity, with the name of the commodity printed in heavy black type. In this case, of course, the form for lumber would be slightly different from that for coal, which is obvious since Gross, Tare and Net Weight spaces would be unnecessary for lumber. Or the form could be made up with a blank space in the upper left hand corner for writing in the name of the commodity. In the form shown, the Gross, Tare and Net spaces would be used in the case of coal or grain sales, and the lines below for lumber, feed, flour, etc. Secure the purchaser's signature

in the blank provided for that purpose in case it is not cash sale, so that he may be charged with it when the transaction is entered in the journal.

Other forms might be found necessary to meet local conditions but the six forms already enumerated will perhaps satisfy the ordinary demand. We have not discussed note blanks, which can be bought at any store, nor check books, which are supplied free by banks, and matters of similar nature. Suffice it to say in connection with check books that the practice is growing of using specially ruled and printed checks in voucher form with space provided on the face of the check for listing items covered by the amount. The endorsement on the back by the payee then becomes his receipt for the items shown on the check's face. This obviates the difficulties caused by payee forgetting to receipt and return an invoice, because invoices and all papers are retained by payer and only the check sent forward.

Another system found frequently is a voucher in the shape of a draft on the company issuing same,

[illegible]

VOUCHER CHECK

[illegible]

VOUCHER CHECK, WHICH BECOMES DEMAND DRAFT WHEN ENDORSED

THE LEDGER FOR A GRAIN ELEVATOR

"Commodity" need no explanation except that the "Commodity" column serves to indicate to which account in the ledger the amount in the value column is to be posted.

The entry to the "Grain Account (Bushels)" column is made from the storage ticket stub, while that to the "Grain Account (Value)" column is made from the back of the storage ticket (which, be it remembered, is surrendered and canceled) and from the check stub. The journal page number should be entered on all papers supporting a journal entry. It would be advisable to compare "Unload Ticket" (Form A) with journal entry, as an additional safeguard against error.

The reader will note that no provision is made for debit and credit entries in connection with the "Bushels." It is intended that these columns should serve as a place to list the bushels paid for by amount shown in "Value" column and since bushels and cash are both carried into the ledger, the bushels would naturally follow the corresponding cash entry. Thus, if 100 net bushels of wheat were bought at 90 cents per bushel, \$90 would be entered in the Dr. column under "Value" and would in turn be posted to the Dr. side of the Wheat account in the ledger; the amount, 100 net bushels, would naturally follow to the same side of the same account in the ledger. And, if 40 bushels of Oats were sold at 30 cents per bushel, \$12 would be entered in the Cr. column under "Value" and would find its way to the Cr. side of the Oats account in the ledger, the amount, 40 net bushels, going to the same side in that account. In other words, the net bushels would be debited if the cash is debited and credited if the cash is credited. Each ledger grain account would then show the balance in bushels and in dollars and cents side by side, which is an advantage. However, the ledger account "Wheat," for instance, would show only the total number of net bushels of wheat in stock but would not show the amount of each grade of wheat. If the latter information is desired, a memorandum record could be kept either in the rear of the ledger or in a small independent book, posting receipts and shipments from the "Bushels" column in the journal.

Under the heading "Grain Account (Value)" is entered as the name indicates the dollars and cents represented in grain transactions. Generally speaking, the amount paid for grain received is entered as a debit and the amount received for grain shipped as a credit, in the "Value" column.

In the next column is entered the ledger page reference, unless an unnumbered loose-leaf ledger is used, in which case a simple check mark is made to indicate that the item has been posted.

The "Sundries" column is for all items not entered in grain and bank columns, such as expenses of all kinds, "Notes Payable," "Customers," "Dividends," etc. Where flour, feed, lumber, etc., are dealt in besides grain, it would be optional whether to use the "Value" column in the Journal, calling that column "Commodity Account (Value)" and using the "Bushels" column for listing data as to measure, weight or feet as the case may be; or, if the volume be small, use the "Sundries" column for all merchandise except grain. Of course, were the volume of business very large, the journal would have to be ruled with a column for each kind of grain and for each commodity and for certain expense items, such as freight, commissions, interest, etc., but that would be beyond the scope of this article.

The bank column needs little attention. Deposits are entered as debits and withdrawals (checks) as credits. Charges by the bank for exchange or interest would be entered as a credit in this column. A great deal of labor is saved if the total debits and credits for the month only are posted in the ledger "Bank" account and not the daily entries as from the "Value" and "Sundries" columns. All receipts, whether in checks or currency, should be deposited to the bank daily and all payments should be made by check. This provides a better record and removes the risk of theft where loose cash is kept in the office.

It is important that a bank reconciliation be

made each month, that is, comparing the balance shown by the company's books with that shown by the bank's monthly statement. A record should be made of all checks not returned by the bank. The sum of the amounts of these, added to the company's bank balance, should equal the bank's balance. The writer knows of a case where a depositor depended upon the bank's records. In one instance he wished to draw a large check and inquired of the bank what his balance was. He learned that it was sufficient to cover but before his check reached the bank, an outstanding check appeared, which drew down his balance and caused misunderstanding and unpleasantness. It would have been avoided had a monthly reconciliation been made.

The "Value," "Sundries" and "Bank" columns in the journal should be footed and each page proved by adding separately the three debit and the three credit footings. The sums should be equal. If proved correct, the footings are carried to the top of the next page, and so on until the end of the month, when double lines are drawn under the total footings for the month and new footings begun for the next month.

We would recommend a loose-leaf journal and also a loose-leaf ledger. The ledger leaves would be ruled and printed as shown; those for grain and commodity accounts with bushels and value columns and those for other accounts with value columns only. The latter would undoubtedly be carried in stock by any paper house so that only the former need be specially ruled.

[TO BE CONTINUED.]

A WAR-TIME DIAGNOSIS

BY RALPH O. JOHNSON.

War and humor are as far apart as the poles, yet war may truthfully be said to have its amusing side. This is demonstrated in the present European conflict, for there is real humor, so far as the United States is concerned, in the usual "howl" that has gone up from the public, the middleman, the housewife and the politician against the advance in food products. In the first place the public, who has been paying famine prices for everything it consumes for years, sees its pork chops rise from 20 to 25 cents a pound over night; its steak from 22 to 25 cents; its flour from 55 to 85 cents per 24-pound sack; its sugar drop to 13 pounds for a dollar, against 20 pounds a short time ago; its eggs rise from 22 to 25 cents; its butter from 36 to 38 cents and all other foods in proportion. Therefore the public assumes, and justly, that Mr. Sherman was right in his diagnosis of war.

The middleman agrees with the public. He finds his source of supply is going up in price, because the farmer, who owns wheat, corn, oats and other products of the farm has been psychologically influenced to hold his grain for more money, because, he is told in the newspapers, that although the United States has 900,000,000 bushels of wheat, a record crop, and big yields of corn and oats, that war means that Europe will have to pay him big prices for his products. He knows this because speculators on the Chicago Board of Trade have advanced future wheat prices 30 cents a bushel to assure him that he holds the winning hand in being a farmer in the face of a general war in Europe. He does hold it, there is no question about that.

The housewife is petrified with amazement, and carries the hatchet, because she sees hubby's weekly salary, in a jiffy, buying 10 to 12 per cent less than before, when hubby has received no increase in wages, and stands a fair chance of losing his job if the Powers of Europe do not shortly stop annihilating each other. And housewife thinks that if there are any jobs to be lost they should be by the warring Germans, French, Russians, English and other foreigners who have caused all the hubbub, and not by her dear hard-working hubby.

The politician of course must have his say: that's his privilege on occasions of war and rising prices. Remember that there will be another presidential election in two years, a congressional election this

fall, and political bay must be made in all directions, while the sun shines, even if it shines over war clouds which put food prices three stories above the roof. Washington fires the first political gun by announcing that it is all wrong. The very idea of prices advancing on war in Europe. "We'll see about this," they say, and straightway they start to investigate and see. Every United States district attorney, over the country, every attorney-general, every suffragette and every man, woman and child, who wants to obtain a little advertising, newspaper or political, then sweeps into the limelight to demonstrate that advancing food prices are all wrong. "It's an outrage!" they declare, and clubs are formed to boycott sellers and others formed to boycott buyers. Then the campaign for investigation of war prices is complete.

This is the stage now reached in the present "howl" over the country. But presently we probably will hear less about it all, as on the first news of war mental panic usually seizes buyers, sellers, producers, holders, shippers and others, excepting the consuming public, who stand the burden of it all. The public must smile sweetly while the politicians talk, the investigators investigate, the housewife quarrels and prices soar. The public's the goat, and the public knows it. "But what's the use!" says the public. Naturally the man who raises wheat, corn and oats knows that a general war in Europe means heavy army demands for grain. He is a farmer, but he knows that a long fight must mean depopulation of the farms and short crops in all producing countries that raise three-fifths of the world's wheat supplies. He would indeed be a poor farmer or business man who would sell his grain products at a cheap price when by all rules of trade he should command a high price. Cattle growers feed grain to stock and naturally they advance prices as feed values rise, and hold their cattle for a better market. This eventually increases the cost of meat. In this way, with the products of the soil advancing in leaps and bounds it is easy to see that the question of prices becomes largely a psychological one.

Talk of short supplies sweeps the country and a general rise in food of all kinds results in a short time. However, it probably will be found that the psychological phase of the question has been overdone. Mr. Politicians will quit "politicking"; the "howl" over the country will subside to a purr; the housewife will find that hubby's wages are buying more nearly the accustomed amounts of food; the middleman still will declare that he had all the worst of it; the investigator will cease investigating and the inevitable law of supply and demand will prevail. Then the world will go on as before, despite Mr. Sherman's declaration. But don't forget, that the public will still be the "goat."

GRAIN ELEVATORS IN ARGENTINA

The system of grain elevators much in vogue at railway stations in the United States is slowly being adopted by many countries. At Zavalla Station in Argentina, on the Central Argentine Railroad, one elevator has been built, and two more are under construction at other stations on the same line. The system has always been very valuable to the United States, and it should have a great future before it in Argentina. These three elevators are being erected by Mr. Botts, a wealthy farmer in the Rosario district. They are constructed of wood, and the main building consists of a number of bins. The one which is finished is used principally for the storage of shelled corn, and has an adjoining building divided into a series of bins for the storage of corn on cob. The elevator at Zavalla Station has a capacity of 2,500 tons and is worked by a small petroleum engine and only requires three or four men to look after it. During the recent rains in Argentina the corn crop was damaged considerably, especially the corn stored in the "trojas." Such could not have occurred if it had been stored in the special bins attached to the elevator. The working of these elevators will be watched with interest and if successful, their adoption will be general.

KANSAS CITY

THERE were just the two of us in the smoking compartment as we drew near Kansas City. I spotted him for a native and opened the conversation by recalling my last visit to the city, many years before, when the spring floods had submerged the low parts of the town and the steep road leading down to the dingy station was a quagmire of red clay.

"You will find some changes," he said. "The old station was pretty bad, but wait till you see the new one—the finest depot west of New York."

I smiled indulgently, making mental allowance for the enthusiasm of a booster; and let me put in right here that I didn't find a single Kansas Citian who wasn't a booster for his home town. They have all caught the spirit, and before I left I was somewhat infected myself. In spite of the statement of my companion, I was not prepared for the Union Station. I guess the statement was correct, all right. They placed it between the business and residential sections where there was plenty of room, not only for the building and yards, but for a surrounding park which makes it unique, except for the one at Washington, D. C., although we in Chicago, are hoping.

The style of the building is French Renaissance, so my new acquaintance told me. It is massive, simple and dignified, the lobby being 150x300 feet, and the marble walls rising 90 feet to a beautifully decorated ceiling. The waiting room extends 450 feet over the train yard, where about 300 passenger trains a day are handled, to say nothing of the 1,500 cars of freight. The railroads spent \$40,000,000 on the station and yards, and they did a good job.

As I walked out with my friend I remarked on the broad plaza in front of the building and the adjacent land which is being converted into a beautiful eight-acre park. His enthusiasm bubbled again.

"We are proud of our parks," he said. "There are 2,002 acres of them and 57 miles of boulevard on the Missouri side alone. The Kansas side has about as much. Kansas City's parks and boulevard system," he said, "surpass those of any in the coun-

try—yes, I am safe in saying, in the whole world." Remembering the Union Station, I did not contradict, even mentally, and I subsequently found that he might have added a great deal without overstepping the bounds of truth. It is one thing to have vacant land opened to the public; it is quite another thing to have this vacant land so beauti-

statement of John Brisben Walker, founder of the *Cosmopolitan Magazine*: "I have been in every city in America, and I unhesitatingly say that for picturesque beauty, for homes, and landscape treatment, Kansas City is matched by none." This comprehensive statement includes the entire city, but just a word in addition is due Swope Park, 1,332

acres of beautiful scenery situated in the southeast corner of the city. Picturesque nature, artificial embellishment and recreative opportunities are blended in riotous profusion. Blue River bisects the park diagonally, affording abundant water sport along its wooded length. This park is without a peer in America.

My kindly guide volunteered to put me on my way up town. We took a car and, after crossing the viaduct, soon entered the retail business district, which is contained within an area of forty square blocks. The volume of business done in this district is not measured by the population of the city. The whole Southwest is its market and the extensive advertising carried by the merchants in out-of-town mediums brings a large expenditure of outside money in the district and has made the names of the leading stores as familiar in Texas and Oklahoma as they are to the resident shoppers. Although I had no occasion to visit any of the retail stores, their size and appearance, and the improvements and additions constantly taking place, showed very plainly the prosperity and progressiveness of the retail merchants. I was told that the patrons of the stores de-

mand the best and latest in all lines, and that as a consequence the buyers competed in the foreign and domestic markets with the very best of the Eastern establishments. A skirt, slit in New York, rips as far west as Kansas City.

At the north end of the retail district, the office buildings and banks make caverns of the streets. Ten to sixteen-story buildings cluster in an architectural group which is among the finest in the country. The builders have caught the new spirit in construction and the new buildings are as beau-



THE KANSAS CITY BOARD OF TRADE

fully situated and cared for as in K. C., so well governed and policed, the playgrounds so well equipped and supervised, and the athletic fields so generous in size and so versatile in their scope. Out-of-doors Kansas City can play everything from croquet to polo. I take off my hat to the far-sighted citizenship which can see the needs of the next generation and help to make the future men and women of the city more healthful and more cultured. Although with a less wide experience, I am ready to concede the truth of the much-quoted

THE MAIN DRIVE IN BEAUTIFUL PENN VALLEY
PARK

tiful in design and embellishment as they are efficient in their plan and service. The city is one of the chief centers for the cement industry of the country, and this material, reinforced with steel, is used generously in all construction within the city. As an indication of the optimistic outlook of the city, I was told that almost all of the buildings are erected with foundations and walls strong enough to add many stories to their height, against the growing needs of the future. In every line Kansas City is in a state of constant evolution. The new becomes old over night and makes way for further progress. The natural situation of the city as the gateway of the South and West, the concentration of all the great trunk lines to this point, and the rapid expansion of business and opening of new territory in the country served by the city, forces the community into continuous activity. It takes about fifteen minutes to find out that every citizen

is alive to his opportunities and responsibilities. He is as eager as a houn' dog after a coon.

The hotels, public buildings and theaters are in line with the other establishments. They are as fine as can be found, and the new ones are keeping the pace.

One of the pleasantest features of the city which immediately impresses the visitor is the scarcity of apartment buildings and the corresponding preponderance of private homes. Kansas City, for its size, is the "homeiest" city I have ever visited. The many hills upon which the city is built and the efficient street car service and boulevard improvement give an abundance of beautiful sites which have been developed in a remarkable manner. Residence property is comparatively cheap, taxes are low, as the park system and boulevard improvements are generally paid for without bond issue, and the building restrictions in the residential districts preclude the possibility of property deteriorating in



SERPENTINE CURVES IN THE CLIFF DRIVE



SOME KANSAS CITY SKYSCRAPERS



THE FINANCIAL DISTRICT

September 15, 1914.

value because of objectionable stores coming in. For these reasons and because the wholesome home instinct is prevalent, Kansas City has built its own homes. Some of them on the high hills are veritable palaces, and everywhere comfort, beauty and variety are to be found. There is manifested a great pride in the appearance of the properties and many neighborhoods are well organized in city beautiful work. The results make for great pleasure to the visitor; they must add immeasurably to the joy of life for the residents.

The religious and educational features of this mid-western city are no less worthy of tribute. For variety and distinctiveness of architecture the churches take a high place in American cities. The downtown church problem having been met by the

18 millions for groceries, 38 millions for coal, 40 millions for lumber and 10 millions for cement and lime.

The outgoing traffic is an index of the value of the receipts, which were principally grain, hay and livestock. In 1913 there were received at Kansas City 68,588,950 bushels of grain, 303,132 tons of hay, 150,750 barrels of flour, and 7,200,996 head of livestock. After these figures we can indulge in a few superlatives. Kansas City is the greatest hay and mule market in the world; next to Chicago it is the greatest packing-house center in the world; it is the greatest market for stock and feeding cattle; the second primary grain market in the world; first in farm implements, and third in automobiles.

To take care of this volume of business, Kansas

which a considerable commerce was carried with the Southwest and Mexico. This trail logically ended at the Missouri River, by which goods were brought from St. Louis and Independence. Port Osage and Westport were all keen for the traffic. Westport landing was hardly considered in the running at first, but it steadily advanced its position until in 1867 a project was started to build a bridge across the Missouri River to form a point of concentration for the railroads then built or projected. Finally, the directors at Boston settled upon Leavenworth, but a request from the leading citizens of Kansas City for a hearing induced them to reconsider the decision, and when the committee met with the directors their argument for Kansas City as the natural and strategic point was so con-



Methodist church with an auditorium seating 1,500 people on the adjoining lot to a twelve-story modern office building, a part of the church property. The pipe organ in this church is one of the finest in the West and is instrumental in bringing many transients to the services. There are eighty-four school houses, some of them of impressive size, and splendidly equipped for vocational as well as academic work.

As a wholesale and jobbing center, Kansas City is second only to Chicago in the West. The wholesale houses supply a population estimated at 25,000,000, comprising half of Missouri, Iowa, Texas and Arkansas, a quarter of Wyoming and Louisiana, and all of Nebraska, Kansas, Colorado, New Mexico and Oklahoma. In 1912 the amount of jobbing business out of Kansas City was approximately \$265,000,000, the largest items in this tremendous account being 36 millions for farm implements, 28 millions for automobiles, 14 millions for dry goods,

City has over 30 banks, which registered clearances last year of \$2,850,362,611 on a working capital of \$23,170,457. The deposits last year were \$143,259,254. This puts Kansas City in sixth place in banking strength, while in population it ranks twentieth among the cities of the United States. There was little dispute as to Kansas City's right to be one of the twelve regional reserve banks under the new Currency Act.

All of this has been accomplished within the short period of half a century. To be sure, there was a settlement there as early as 1828, when the Rocky Mountain Fur Company established a trading post on the river. At the mouth of the Kaw River there had already been established a settlement at Westport, the present suburb of Kansas City, and the trading post was called Westport Landing, the first name by which the present Kansas City was known.

There was great rivalry between the frontier towns for the terminal of the Santa Fe trail, over

vincing that the decision was changed forthwith in their favor.

This was the crucial period in the development of the city. From this time its future was assured. The growth of the city has been synchronous with that of the railroads centering there. The Hannibal Bridge, which the city won away from Leavenworth, was built by the Platte Valley Railroad, which afterward became the Kansas City, St. Joseph & Council Bluffs Railroad. The first passenger train from the East entered the city September 25, 1865, over the Pacific, afterwards the Missouri Pacific Railroad. The first railroad west was the Kansas Pacific, now known as the Union Pacific Railroad, and the first passenger train left, for the short distance then completed, on November 28, 1864.

At the present time sixteen trunk lines enter the city, besides many branch and interurban lines. Four great bridges in or near Kansas City carry the commerce of the nation east and west through



KANSAS-MISSOURI ELEVATOR, OPERATED BY THE PACIFIC ELEVATOR COMPANY
Showing Additional Storage Recently Constructed by Stephens Engineering Company, Chicago.

this big and fast growing railroad center.

When Westport Landing outgrew its parent colony, the name of the town was changed to Kansas, for the Kansas Indians, called "Kahns" by the French traders. This name was given before the state of Kansas was thought of. The next change in the title was in 1850 to the "Town of Kansas," in 1853 to the "City of Kansas," and finally the present appellation was adopted in 1889.

During the Civil War, Kansas City was the center of great activity. The old Gillis House was the Union headquarters and saw some exciting scenes, especially when it housed the Governor of the State when he fled north to escape probable assassination. At Westport one of the fiercest battles of the war, west of the Mississippi, was fought. Here the Confederates attempted to break the Union defense west of the Mississippi, but failed. Twenty-

nine thousand men on both sides were engaged, the result putting the West for all time under the Stars and Stripes.

HISTORY OF THE BOARD OF TRADE

BY E. D. BIGELOW.

The Board of Trade of Kansas City, Missouri, was organized in 1869. This voluntary organization declared its purpose to be the general promotion of trade and commerce, the improving of facilities for transportation, and the use of proper means of advancing the interests of the business community. Immediately upon its organization, the Board of Trade took the lead in molding public sentiment and in influencing proper city legislation.

In 1887 the Commercial Club of Kansas City was organized for the purpose of giving especial atten-

tion to the welfare of Kansas City along commercial, educational and social lines. From this time the Board became essentially a trading organization.

The Board of Trade is and always has been a voluntary association. Its objects, as set forth in the Constitution, Rules and Regulations adopted in 1895, read:

To maintain a board of trade to promote uniformity in the customs and usages of merchants; to inculcate principles of justice and equity in business; to facilitate the speedy adjustment of business disputes; to inspire confidence in the business methods and integrity of the parties hereto; to collect and disseminate valuable commercial and economic information, and generally to secure to its members the benefits of co-operation in the furtherance of their legitimate pursuits, and to promote the general welfare of Kansas City.

The grain and milling interests during the early years of the organization were of minor importance. The following statement of receipts of grain shows its development:

1870.....	1,037,000	bushels
1880.....	9,029,930	bushels
1890.....	29,939,200	bushels
1900.....	46,638,250	bushels
1901.....	46,638,600	bushels
1902.....	48,879,000	bushels
1903.....	61,749,000	bushels
1904.....	58,850,000	bushels
1905.....	69,599,500	bushels
1906.....	60,483,500	bushels
1907.....	61,838,500	bushels
1908.....	55,151,100	bushels
1909.....	53,804,050	bushels
1910.....	67,072,000	bushels



ENTRANCE TO SWOPE PARK

1912.....	72,991,000	bushels
1913.....	68,588,950	bushels
1914 (eight months).....	56,218,400	bushels

Through shipments are not recorded.

These figures, however, are not a complete statement of the business done by the members of this Board, as enormous quantities of grain are bought by our members for domestic and export trade, ordered direct without passing through Kansas City.

The grain and milling business of Kansas City is, and has been for many years, one of its most important industries. Situated as it is, in the center of the very best farming territory of the country, with railroad facilities unsurpassed, it naturally is a great grain receiving and distributing market, drawing from Oklahoma, Kansas, Colorado, Nebraska, Western Iowa and Western Missouri. It is the largest primary wheat market and ranks third as a flour milling center in the United States. The mills, when running at full time, require 65,000 bushels of wheat each twenty-four hours.

The first flour mill in Kansas City was built forty-six years ago. In the early days of milling here, only soft winter wheat was ground. Hard wheat was not known as a winter crop. This variety of wheat was introduced by the Russian Mennonites who settled in the central part of Kansas. These people brought with them to America seed wheat of their own raising in the Crimea. At first it found but little favor, the mills grinding hard wheat in an experimental way; but the quality of the flour and bread produced from it quickly caused an increased demand, so that at the present time, and for many years, all but one of



NEW PLANT OF THE SOUTHWESTERN MILLING & ELEVATOR COMPANY

the Kansas City mills grind the hard Turkey red wheat.

The handling of grain at terminal markets requires large storage capacity and these facilities must necessarily keep pace with the growth of the business. In this respect Kansas City has met the requirements of the trade, for the elevator capacity, which in 1880 was 1,560,000 bushels, has steadily grown and is now 18,015,000 bushels.

There is a large and active trading in futures on the floor of the Kansas City Board of Trade. All trades in wheat are based on No. 2 hard wheat, which is known to the trade as "contract wheat," and the wheat deliverable on contracts must be acceptable to a Board of Trade committee, which committee is composed of experts appointed by the president and confirmed by the directors. This gives an opportunity for millers to buy for future delivery against flour sales for deferred shipment. This is the only market in which future trading in wheat is based exclusively on hard winter wheat.

The Board of Trade for many years has had a thoroughly equipped supervising weight department, which insures absolutely correct weights. It employs from forty to sixty men.

This Board has a very efficient sampling department, which is constantly growing in usefulness and favor. Purchases and sales are made, based upon the samples submitted, which are deposited



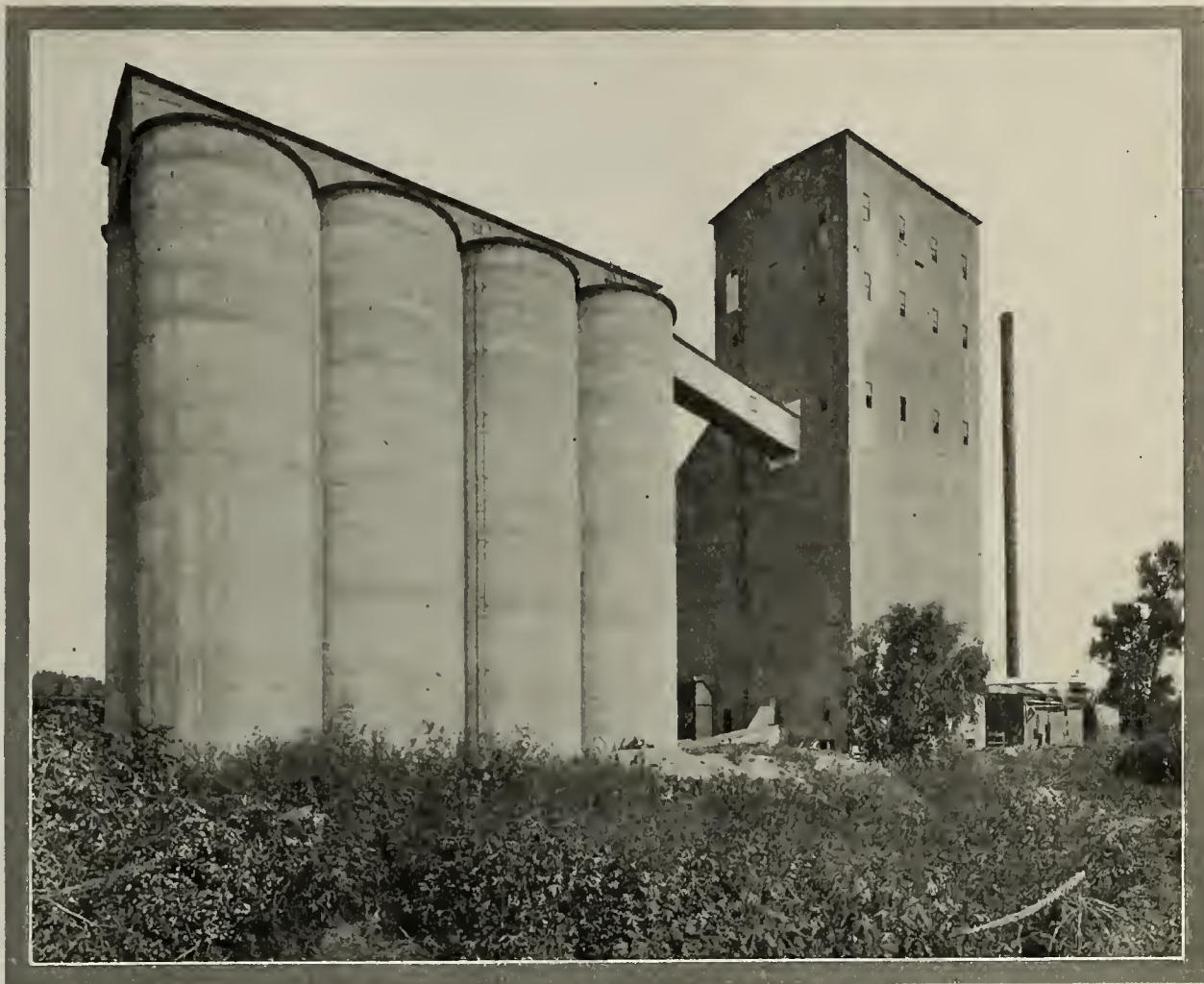
SCENES IN THE RESIDENCE SECTION

with the chief sampler, and deliveries are made under his supervision. His acceptance or rejection is final.

Early in the crop season of 1912 this Board established an inspection department, employing competent inspectors and samplers. This department inspects grain only on the Kansas side. All samples are brought to the chief inspector's office, where they are graded, and then promptly delivered to the offices of the consignees. The department has proven of exceptional value in its efficiency in grading and promptness of service. Grain arriving and that which is unloaded on the Missouri side is inspected by the Missouri Grain Inspection Department.

Of late years an active interest has been taken by the Government, agricultural colleges and economists, looking to the improvement of seed, soil culture, and more intensive farming. This is sure to result in producing a better and larger yield of cereals. In this, the Kansas City Board of Trade is deeply interested, giving it its moral and financial support, working with and through the Crop Improvement Committee of the Council of Grain Exchanges, of which it is a member.

The officers of the Board of Trade for 1914 are as follows: A. L. Ernst, president; D. F. Piazzek, first vice-president; G. S. Carkener, second vice-president; E. D. Bigelow, secretary; E. D. Fisher, treasurer. Directors are: Oliver Denton, Henry P. Ismert, T. F. McLiney, B. C. Moore, A. R. Peirson,



WABASH ELEVATOR AT HARLEM, MO.

Designed and Constructed by the Stephens Engineering Company, Chicago.

Paul Uhlmann, E. O. Bragg, L. W. Bixler, F. B. Godfrey, B. L. Hargis, N. S. Shannon and J. A. Theis.

LEADING GRAIN ELEVATORS MILWAUKEE ELEVATOR

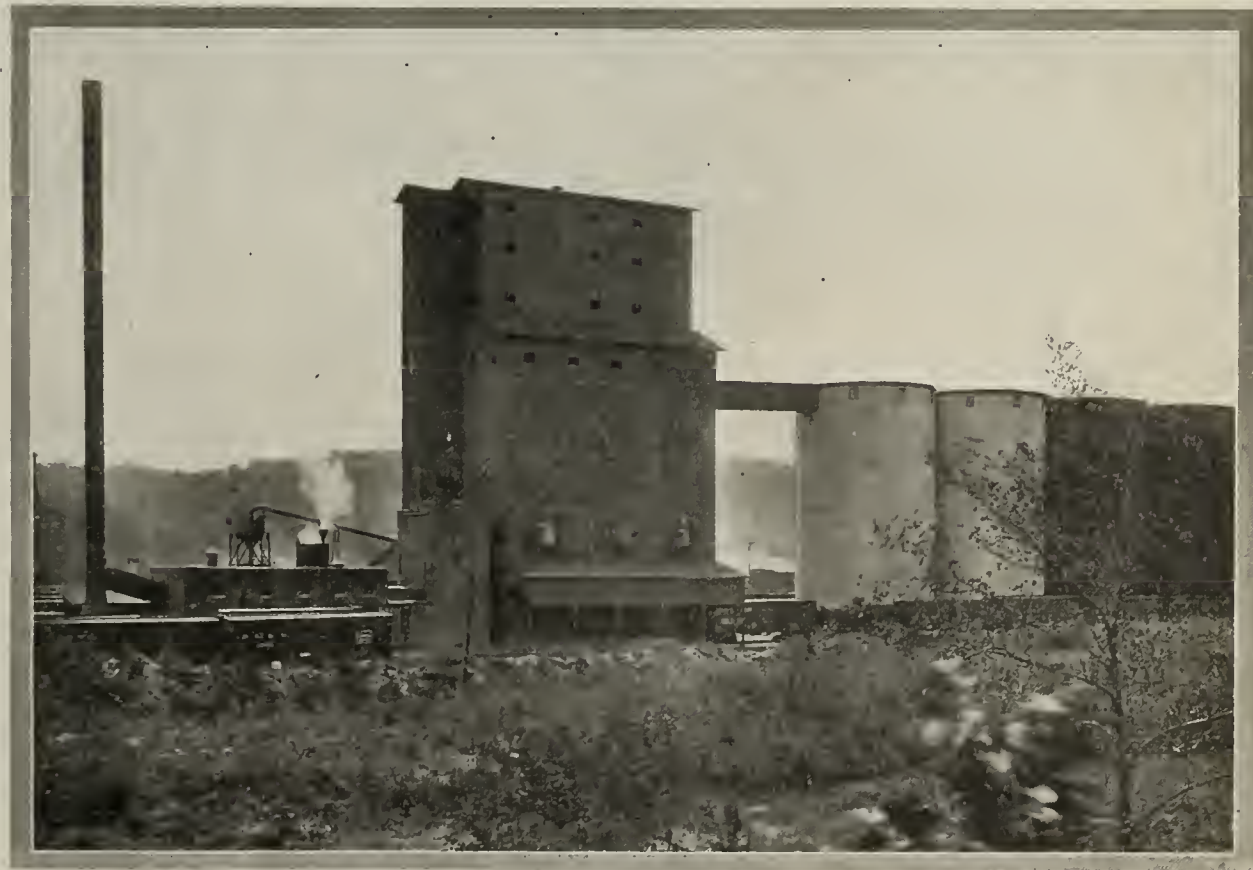
The growth of Kansas City as a primary grain market is well illustrated by the construction records of the Coburg plant of the Chicago, Milwaukee & St. Paul Railroad. The original elevator was erected by George M. Moulton & Co. in 1903, and was comparatively large for that time, consisting of workhouse and bins all under one roof. There were 28 bins of 8,570 bushels capacity each, a total of 240,000 bushels.

In 1904 the Barnett & Record Company, of Minneapolis, made considerable additions and improvements to the original structure. These included

an enlargement of the working house and 18 tile storage tanks, each with an average of 25,270 bushels, and eight interstice tanks of 7,770 bushels capacity each, making a total of 517,000 bushels in the addition, or a total capacity for the house of 757,000 bushels.

In 1908 more room was needed and James Stewart & Co., of Chicago, were given the contract for five new concrete tanks of 25,000 bushels each, which, with the interstice bins, made a total of 158,500 bushels. The next year new demands were made on the capacity of the plant and the Milwaukee road utilized its own force in erecting four more tanks, which added 133,000 bushels capacity.

In 1911 James Stewart & Co., were awarded another contract for 14 new tanks, which, with the 10 interstice bins, gave a capacity of 417,900. At this time the capacity of the house was 1,465,500 bush-



FRISCO ELEVATOR, OPERATED BY JOHN I. GLOVER

els. All the tanks had been built in a line with the long axis of the elevator, making a solid battery of bins three abreast and 13 deep, with two extra on the end. This equipment sufficed until this year.

With the new contract this year, which also fell to James Stewart & Co., a new plan of development was inaugurated. East of the elevator across the single track, two batteries, one of 20 and the other of 12 tanks, were erected, or rather were begun, as they have not been completed yet. These tanks are five abreast, the first 20 bins having a capacity of 734,600 and the last 12 of 474,700 bushels, bringing the total capacity of the elevator at present to 2,675,700 bushels.

The elevator and the 41 tanks to the south are operated by two Corliss engines, stationed in a power house situated north of the elevator.

The 32 new tanks, built in 1914, east of the present elevator, are operated by electric power. Electric power was decided on in the operation of these tanks for two reasons: First, the engines in use in the operation of the old tanks are loaded to their full capacity; and secondly, transmission from a line shaft to drive the belt conveyor for the new tanks would be very difficult and complicated.

Motors were directly connected to the head pulleys of the conveyor belts. The current used is three-phase, 25-cycle, 220 volts.

The nature of the handling equipment may be understood best by following the progress of the grain from the time of receiving to the time of reshipping. To begin with, the operation is largely automatic, requiring the attention of only a few men.

The grain is first unloaded from the cars in the shed against the west side of the elevator, where the unloading track is located. The grain is received by the pit underneath the track. The receiving pits discharge at the bottom onto vertical belt conveyors, which carry the grain to the highest point of the building and discharge it into garner, each having a capacity of 1,800 bushels. From there it is discharged into scale hoppers, each having a capacity of 1,600 bushels. At this point the grain is weighed and a careful record is kept.

From the scale hoppers the grain discharges into telescoped trolley spouts, which may be moved about on the floor on a radius of 19 feet with the spout extended. These spouts discharge the grain into bins of the elevator house proper. Other spouts discharge the grain from the scale hoppers onto 36-in. belt conveyors, which in turn carry it to the bin floor over the detached tanks.

Movable trippers are operated back and forth on the bin floor from power furnished by motion of the belts which pass through them. Each movable tripper discharges the grain into all bins within reach of its track.

The speed of the belt conveyors is about 15 feet per second. Their rated capacity is 16,000 bushels per hour. Their working capacity is usually about 12,000 bushels per hour.

In shipping grain from the bins, the operation is similar to that of receiving grain. The grain discharges from the bottom of the bins on to belt conveyors, which pass through tunnels from the detached bins to the working house. The grain is again carried by vertical conveyors to the garner in the upper part of the building and from there to the scale hoppers. From there it is discharged into loading spouts,

which pass through the west wall of the elevator and run to the shed on the west side of the building. The loading tracks lie between the receiving track and the elevator.

Dust collecting equipment has been installed, consisting of fans, cyclones and floor sweeps, with sheet metal arranged to collect dust from the cleaning machines, floors and garner, and to discharge it into screening bins.

It frequently happens that grain is received in a damp condition, and it must, therefore, be dried before it can be stored or reshipped. For this purpose a drier was constructed to the north of the elevator house, and all damp grain is dried thoroughly. The grain is carried to and from the drier by the usual belt conveyors.

KAW GRAIN AND ELEVATOR COMPANY

The blending of milling wheat so as to insure to a mill certain and unvarying constituents in the wheat purchased, has, in recent years, taken on something of the importance it deserves. To perform this service satisfactorily, exact scientific methods must be used and an analysis of each parcel of grain made as it is received. The wheat is separated in the elevator, not by commercial grade, but by chemical properties, each bin is registered and any combination of milling properties can be attained by mixing in certain proportions the contents of various bins.

This business has been developed very successfully by the Kaw Grain and Elevator Company, which was organized in 1903. The officers, E. D. Fisher, president; A. McKenzie, vice-president, and J. E. Rahm, secretary and treasurer, are all well known and influential members of the Board of Trade, Mr. Fisher being on the Finance Committee, Mr. McKenzie on the Elevator and Warehouse Committee, and Mr. Rahm on the Appeals Committee. Mr. McKenzie has been connected with the Board since 1876 and is one of the oldest members. The firm operates the Kaw Elevator, a house of 50,000 bushels' capacity.

THE TERMINAL ELEVATOR

The Terminal Elevator operated by the J. Rosenbaum Grain Company, was built nine years ago by the Macdonald Engineering Company, of Chicago. The storage capacity of the elevator was 650,000 bushels, divided into sixty-one separate cylindrical steel bins, all with hopper bottoms. The foundation and first story are all of reinforced concrete, supported on piles. In the great flood of June, 1903, the site of this plant was covered with water to a depth of twelve feet; consequently in the erection of the present building, the bin bottoms were kept three feet above the high-water line, or fifteen feet above the track grades. The enclosure of the first story, including the supporting columns and bin bottoms, is all of reinforced concrete, and it is said there is not enough wood in the building to make a Lucifer match. The bin story is surmounted by a steel cupola, covered on the outside with galvanized iron. The stairs and passenger elevator are enclosed in a separate exterior tower, reaching from the ground to the bin floor of cupola. The train shed is a two-story steel structure. The Rock Island Railway owns the elevator.

The first story contains the two receiving tracks on which four cars can be spotted simultaneously for unloading. There are two track hoppers for each re-



September 15, 1914.

ceiving leg and each track hopper is kept entirely independent of the other, so that the grain doors of one can be opened and the grain held while the car opposite is being shoveled out. There are two receiving legs of 15,000 bushels per hour capacity, two shipping legs, and two cleaner legs of 8,000 bushels per hour capacity.

The house is fitted with four Fairbanks Hopper Scales of 1,600 bushels capacity each, with garners arranged above them of the same capacity. The scales reach about one-half of the bins by direct spouting. The balance of the bins in the storage are filled by means of belt conveyors on the bin floor. The second story of the train shed contains two Invincible Grain Cleaners of 3,000 bushels capacity, and two Eureka Oat Clippers of 1,500 bushels capacity. A system of Day Dust Collectors is connected with the different cleaning machines and dust is conveyed pneumatically to the furnace under the boilers.

The shipping track is on the outside of the train shed and covered with an awning roof.

The power plant is entirely of brick and concrete, with a brick stack 170 feet high and five feet in diameter. The power is furnished by an Allis-Chalmers Company tandem Corliss compound engine of 500 horsepower. Steam is supplied by a battery of return tubular boilers of 150 horsepower. Between the engine room and the boiler house is the drier building, 65 feet high, which contains one of the largest steel driers in the West. This drier was built after the Ellis patents and contains 15,000 square feet of exposed grain surface to the action of the hot air coming from the heaters by means of forced draught. This machine has a capacity of drying and cooling 2,000 bushels of grain per hour, removing 7 per cent of moisture.

The machinery equipment was furnished by the Webster Manufacturing Company, of Chicago. The plant has been in active operation since its construction and many improvements and enlargements have been made. Chief among these have been the addition of several batteries of bins connected with the original plant by belt conveyors and bringing the total capacity of the house to 1,700,000 bushels.

THE NEOLA ELEVATOR

The Neola Elevator "A," owned by the Santa Fe Railway, is operated by the Neola Elevator Company at Argentine, Kan., five miles west of Kansas City. It is a most complete and modernly equipped elevator plant in every sense of the word, having a working house of 310,000 bushels capacity at the time it was constructed; a concrete storage annex of 730,000 bushels capacity; a 1,000-horsepower power plant, and a drying plant.

All foundations are of concrete, reinforced with steel rods. The foundations of the storage annex rest upon creosoted wood piles, and those of the working house consist of concrete piers, resting upon a concrete slab covering the entire surface of the ground. Since the construction of the elevator in 1905 many bins have been added, making the present capacity 2,500,000. The main elevator structure is 57 feet wide by 180 feet long and rises to a height of 154 feet above the track rail. It is flanked on one side by a cleaner shed 14 feet wide and on the other side by a car shed 47 feet wide, covering three tracks. Both of these sheds extend the full length of the building. The stairway, passenger elevator and transmission to cupola pass through a frame tower 18 feet wide by 14

feet long, located at one end and extending the full height of the building. The bin story is constructed of two-inch laminated planking, supported by the recognized type of heavy post and girder construction in the first story. Immediately above the bins is a five-story frame cupola extending the entire length of the building and supported through the bin story on posts which rest upon the first story framing, thus obviating any appreciable settlement and preserving alignment at all times. The structure is covered on the outside with galvanized corrugated steel and roofed with composition felt and gravel. One receiving track extends through the building and one track through the car shed. The two remaining tracks in the car shed are used for loading purposes. The four loading spouts on the exterior loading track are served by means of 36-inch belt conveyors, each running in a suitable gallery and supported on a trestle frame from the foundation.

This elevator is equipped with 19 elevator legs, three oat clippers, one wheat scourer and four separators, all of the largest size, together with a complete dust collecting system. There are eight garners of 1,600 bushels capacity each in the cupola, arranged to receive grain from the eight elevator legs and discharge it into hopper scales of 96,000 pounds capacity, each supplied with recording beams. Shipping facilities consist of ten car-loading spouts of the latest design, arranged with Sandmeyer loading ends. The power plant is contained in a brick building 47 feet 2 inches wide by 130 feet 8 inches long, divided by a brick division wall into engine and boiler rooms. The power plant consists of a pair of Corliss engines. The plant is lighted by incandescent lights from an alternating current generator belted from an automatic high-speed engine. Ample fire protection is provided by fire pump with complete lines of fire service piping, hose connections and hose. The working house is also equipped with an automatic sprinkler system, connected with which will be an independent fire pump. The drier building is located 40 feet from one end of the main elevator and between the two receiving tracks. This building is constructed entirely of concrete, being 15 feet wide, 27 feet long and 37 feet 6 inches high, and contains a Hess Drier complete with all fans, steam coils, independent engine and belt conveyor. The original storage annex consists of twenty-four cylindrical concrete bins, and fifteen interspace bins. Below the bins are four concrete subways leading under the railroad tracks to the basement of the frame elevator. Four 36-inch belt conveyors deliver grain to the storage bins, and four 30-inch conveyors return it to the several shipping legs. The additional tanks which have been added in recent years are constructed on similar lines and with complete connections to all parts of the house. The structure, as it stands, has the greatest storage capacity in Kansas City.

KANSAS-MISSOURI ELEVATOR

The original Kansas-Missouri Elevator consisted of a working house, drier, bleacher, power house and office building.

All these buildings, except the working house, are of brick construction.

The working house is a wooden frame building with cribbed bins, the whole covered with corrugated steel. It is 71 feet wide by 120 feet long and 175 feet high, measured from top of foundation slab to peak of roof. It contains 66 bins with a total capacity of 250,000 bushels.





K. C. S. ELEVATOR, OPERATED BY K. C. S. ELEVATOR COMPANY

The working house is equipped with three receiving elevators of 10,000 bushels capacity, receiving from two tracks, one running through the house, the other south of the house through a track shed. Three pairs of power shovel machines are arranged to unload on both of these tracks. The two 10,000-bushel shipping elevators are located in the center bay of the house and arranged so as to reach the three car-loading spouts which reach the shipping track on the north side of the elevator. Each of these five elevators is provided with a 2,000-bushel garner and 2,000-bushel hopper scale. A three-drum car-puller serves the three tracks.

The three clippers and two receiving separators are located on the ground floor and discharge to the clipper and cleaner legs respectively.

About ten years ago a concrete storage was added to the plant. This storage consists of eight circular bins forty feet in diameter with a capacity of 80,000 bushels each. These bins are surmounted by a cupola of structural steel framing covered with corrugated steel and connected to the work-

ing house by a conveyor gallery of similar construction. This storage annex, as well as the working house, is carried by concrete foundation walls on a concrete mattress, each tank being entirely loose from the others. A 40-inch belt conveyor in the cupola, within reach of all the scales, brings the grain to the tanks, and another 40-inch belt conveyor in the tunnel below the tanks returns the grain to either of the two shipping legs.

All the machinery in the working house and this storage annex is driven by rope transmissions from the engine jack shaft which is extended into the east end of the working house.

The new storage addition, designed and built this year by the Stephens Engineering Company, Chicago, Ill., consists of 19 interstice bins and 40 circular bins 22-foot inside diameter and 84 feet deep, with a total capacity of 1,150,000 bushels. It is surmounted by a reinforced concrete cupola and supported by concrete foundation walls to a solid reinforced concrete mattress extending three feet one inch outside of the walls in all directions.

The cupola is connected to the work house by

means of a steel conveyor bridge 140 feet long, terminating in a wooden gallery hung on south side of work house. The gallery and the bridge are covered with galvanized corrugated steel siding and roofing. The bridge is provided with a reinforced concrete floor and an automatic steel fire door near the work-house end, rendering the entire new addition absolutely fire-proof.

A 40-inch troughed belt conveyor within reach of all the scales carries the grain through the above mentioned gallery and bridge to the new storage. Another 40-inch belt conveyor on the basement reclaims the grain and carries it to a 24,000-bushel elevator leg at the east end of the tanks. From this leg the grain is spouted to a 42-inch belt conveyor in the gallery over the south track shed. This conveyor is provided with stationary trippers so arranged that the grain can be spouted to any of the three receiving and two shipping legs. The storage leg also spouts to the tripper belt conveyor, making it possible to transfer the grain from one bin to another without bringing it to the working house. The elevator was installed partly to save the cost of conveying and lifting the transfer grain to the top of the



ON THE CLIFF DRIVE

high and busy working house, and partly to provide means for shipping from the storage in case the wooden work house was destroyed by fire.

Each of the circular bins is provided with two inlets at the top, which allows the bins to be well filled without trimming. The bins can be entered from the top and also from the bottom by means of doors in the steel discharge hoppers. These hoppers are provided with slides so arranged that the spouts and belt loaders can be removed for repairs with the bins full.

The present plant has a handling capacity of 90 or 100 cars received and shipped in ten hours, and a total storage capacity of 2,200,000 bushels. The plant is owned by the Pacific Elevator Company.

WABASH ELEVATOR

After fifteen years of service, the old Wabash Elevator at Harlem, Mo., was remodeled about a year ago. The rearrangement, the additional legs installed and the new scale and garner so improved the plant that its handling capacity was more than doubled. It became necessary to have additional storage capacity also, so a contract was let to the Stephens Engineering Company, of Chicago, to build new storage tanks.

The addition was begun in April and finished in July of last year. It comprises eight concrete tanks with two interstice bins erected on a solid concrete mattress. The cupola, running the length of the addition, is also of concrete with a roof of composite felt and gravel.

Each of the large tanks is 22 feet in diameter, 83 feet high from bin slab to bin floor, with a ca-



THE LIVE STOCK EXCHANGE

capacity of 24,000 bushels each. The interstice bins have a capacity of 6,600 bushels each, giving a total capacity for the addition of 221,000 bushels.

The grain is carried to storage by a 30-inch belt conveyor running through the conveyor bridge 50 feet long. A 30-inch conveyor belt, running through a tunnel of similar length, is used to return the grain to the working house. The machinery equipment for both the old and the new house was furnished by the Webster Manufacturing Company, of Chicago.

The Wabash Elevator was formerly operated by the Missouri Grain Company, but now it is operated as well as owned by the Wabash Railroad. The town of Harlem, in which the elevator is situated, is just across the Missouri River from Kansas City, and is within the Greater Kansas City by which name the market is known. In the same district are the Burlington and the Maple Leaf Elevators, and several smaller houses.

SOUTHWESTERN MILL AND ELEVATOR

To speak of Kansas City as a grain center and omit the mills and their storage capacity for grain, is to overlook a large factor in the totals of the business. Kansas City mills have a daily capacity of 9,400 barrels of flour, not including the 3,000-



SCENE ON THE PASEO

barrel capacity of the Southwestern Mill, which was burned last year and is now being rebuilt. This represents an average daily consumption of 42,300 bushels of wheat for flour alone within the city. Some of these mills are of impressive size, and the quality of the output is known favorably throughout the country. And some of them have storage capacity which would make the ordinary elevator look small by comparison. That of the new plant of the Southwestern Milling and Elevator Company will be 400,000 bushels.

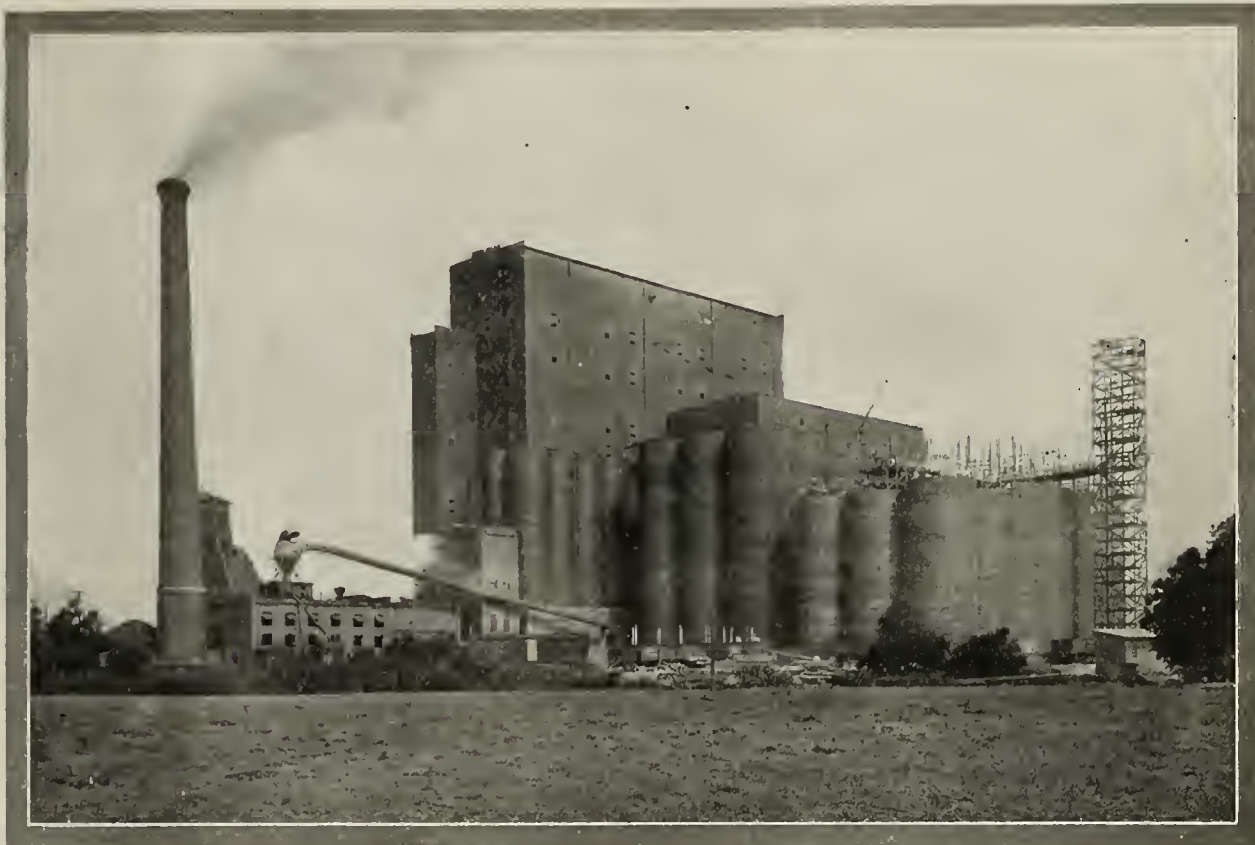
Almost before the ashes of the fire which destroyed the old plant were cold, plans were under way for the new buildings, which will be the last word in mill and grain storage construction. Four concrete tanks will hold the stored grain. The work house which will operate the grain-handling end of the business will be of tile construction.

K. C. S. ELEVATOR

One of the representative houses of Kansas City is that owned by the Kansas City Southern Railroad, known to the trade as the K. C. S. Elevator. While by no means among the largest elevators of this territory, it is said to have handled as much grain last year as any house in Missouri. When one considers that this old house has but 700,000 bushels capacity and is in competition with new houses of between two and three million bushels, the significance of the statement is rather startling.

The plant consists of a work house which has the old-style small-bin plan, and eight tanks of 55,000 bushels capacity each. Both work house and tanks are of tile construction, entirely fire-proof. The loading and unloading capacity is 120 cars daily. Both processes can be carried on at the same time, as the elevator is served by two tracks.

The equipment is serviceable and complete. There are six hopper scales of 800 bushels capacity



MURRAY ELEVATOR, OPERATED BY AYLSWORTH-NEAL-TOMLIN GRAIN COMPANY

each, with corresponding garnerers holding the same amount. There is an improved Ellis drier and bleacher, and a complete outfit for cleaning, with dust collectors and other necessary fixtures.

The plant is operated by steam power.

MURRAY ELEVATOR

One of the best examples of the hollow tile and concrete constructed elevators in the Middle West is the Murray Elevator of Kansas City, owned by the Chicago, Burlington & Quincy Railroad and operated by the Aylsworth-Neal-Tomlin Grain Company.

The elevator has a capacity of 1,000,000 bushels and a 500,000-bushel addition is now under construction. This will consist of 18 tanks of hollow tile on a concrete foundation, and is being erected by James Stewart & Co., of Chicago.

The operating firm is a comparatively new combination, although all the men in it are old at the

game and are well known in the trade. Charles T. Neal is president, and was a director of the Board of Trade for some years; Frank Kell is vice-president; George A. Aylsworth, who last year was vice-president of the Board of Trade, is treasurer of the company; and John R. Tomlin, of the Appeals Committee of the Board, is secretary.

MEMPHIS ELEVATOR

Rosedale is another suburb of Kansas City which is decorated with grain handling plants. One of the largest of these is the Memphis elevator on the Frisco road, operated by Brodnax and McLiney.

The plant consists of a working house of wood and steel construction which was built about 12 years ago. It is equipped with every modern device for handling grain economically and quickly with a grain movement capacity of 50 cars daily. Among the special equipment may be mentioned



MEMPHIS ELEVATOR, OPERATED BY BRODNAX & McLINEY



a Hess Drier of 10,000 bushels' capacity, hopper scales, cleaners, separators and dust collectors. There are four elevator legs and a conveyor gallery from the working house to the storage tanks. The machinery is driven by steam power.

The capacity of the working house is 100,000 bushels and each of the tanks is also capable of holding 100,000 bushels, giving the plant a total capacity of 400,000 bushels. The tanks are of tile construction, fireproof and on a strong foundation.

Both members of the operating firm are well known in western grain circles, T. J. Brodnax being on the Transportation Committee of the Board of Trade and T. F. McLiney a director.

GRAIN FIRMS

STEVENSON GRAIN COMPANY

The sun which shone on the Kansas crops this year swelling the grain yield to unprecedented size, also developed a new grain firm in the Kansas City market, known as the Stevenson Grain Company. The firm is made up of father and son, George Stevenson and Harry G.

The elder member is a man held in high esteem in business circles of the West, with an enviable reputation for integrity and high business ideals. He was one of those detailed by the Government to distribute its crop fund.

Harry G. Stevenson has had considerable experience in transportation details, a branch of the business which is becoming more and more important. This with other details of the business will constitute his share of the work.

The new firm is already well represented in the field by men of wide experience and

many friends. D. B. Dyer, J. M. Kendell and C. F. Adams cover the central western territory.

WATKINS GRAIN COMPANY

The tremendous wheat crop this year in Kansas seemed to mark the time as an auspicious one for new ventures in the grain field. Several new firms

threw their hats in the ring, one of them being the Watkins Grain Company.

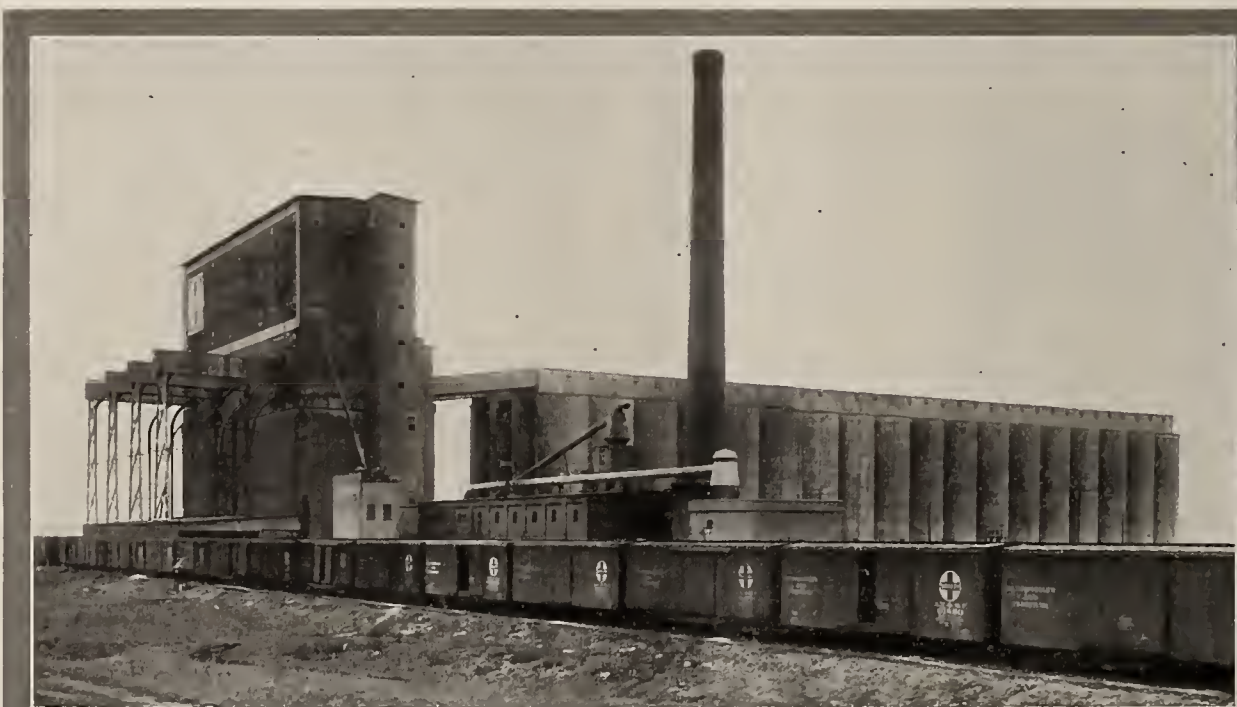
Charles E. Watkins, president; George P. Payne and S. H. Stahoski are all well known in the grain trade of the southwest. For a number of years Mr. Watkins has handled cash grain sales for A. C. Davis & Co., and will conduct the same department for the new firm.

Mr. Payne's forte is the details of office work and the intricate business connected with the books of a grain firm. This department he will make his own. Mr. Stahoski has had 10 years' experience in different capacities but is particularly well adapted to the outside work and will have charge of this department for the company. This new firm is so well balanced and the individuals seem to have so good a reputation for aggressive capacity that a promising future seems assured.

FOX-MILLER GRAIN COMPANY

One of the most recent acquisitions to the strong market at Kansas City is the Fox-Miller Grain Company which was organized last year, primarily as an adjunct to the large export business conducted for years by the president, C. B. Fox of New Orleans.

Under the efficient handling of the secretary-treasurer, Stephen H. Miller, who has charge of the local office, the new concern promises a large future on its own account. A general business in all grains and seed is conducted. Mr. Miller has been prominently connected with the grain trade in Kansas City for a number of years and has built up some strong local connections and a domestic trade of no mean proportion.



NEOLA ELEVATOR "A," OPERATED BY NEOLA ELEVATOR COMPANY (TOP)

Constructed by John S. Metcalf Company, Chicago.

ROCK ISLAND TERMINAL ELEVATOR, OPERATED BY J. ROSENBAUM GRAIN COMPANY (BOTTOM)

Constructed by Macdonald Engineering Company, Chicago.



ROOT GRAIN COMPANY

The Root Grain Company was organized in 1906 by J. L. Root, who for the five years previous to that time was with the firm of B. C. Christopher & Co. Last June F. L. Ferguson became associated with Mr. Root, the combination promising considerable strength as Mr. Ferguson has gained much experience in his five years' work for the A. C. Davis Company, during which time he was a member of the Board of Trade and making many friends in the city and among the shippers. Mr. Root is an active member on the Board and is on the Committee of Track Grain Appeal, a committee which has had much to do recently through the agitation to limit the time for re-inspection.

The firm does a general business in all kinds of grain.

ERNST-DAVIS GRAIN COMPANY

In a career of 13 years the Ernst-Davis Grain Company has forged ahead from its modest position at the beginning to that among the very leaders in the consignment and futures trade in the city. George H. Davis and A. L. Ernst are responsible for this Gargantuan development. Anyone who knows them would expect no less. The regard with which they are held on the Kansas City Board of Trade may be gathered from the fact that Mr. Davis was president of the Board in 1912 and Mr. Ernst is serving in that capacity this year. Mr. Davis is now chairman of the Committee on Transportation and is vice-president of the Grain Dealers National Association, having always been an enthusiastic booster for that organization.

Perhaps there is nothing to the theory of col-

or in a man, but red was not adopted as a danger signal without cause. It has always meant that there was something doing on the line. This is entirely aside and of course has nothing to do with Mr. Davis, but if his success is due to the color of his hair, we intend hereafter to go without a hat.

THRESHER-FULLER GRAIN COMPANY

The Thresher-Fuller Grain Company was organized in 1903 as a partnership, but in 1906 was in-

corporated with R. J. Thresher, president, and L. A. Fuller, secretary. Both men have been members of the Kansas City Board of Trade for about 20 years, serving on the directorate and important committees and Mr. Thresher also holding the offices of second and first vice-president and serving as president of the Board in 1913. At the present time Mr. Fuller is on the Committee on Cash Margin.

The firm does a general receiving and shipping business which in eleven years has been built up to generous proportions.

RUSSELL GRAIN COMPANY

One of the few firms represented on the Kansas City Board of Trade which specializes in hay is the Russell Grain Company, which was organized in 1880 by F. W. Russell. As they became ready to enter business he took in with him his two sons, James N. and E. B. Russell who, since the father's death four years ago, have conducted the business.

The firm does a receiving and shipping business in grain, hay and feeds of all kinds, for both local and out of town trade, but the specialty is hay, this department being in charge of Bert Sheldon who is an experienced hay man. Their hay warehouse which has a capacity of from 80 to 100 cars gives them an opportunity to buy and sell or handle on consignment large quantities of this commodity.

The grain handled by the firm is cleared through their own elevator, a house of 40,000 bushels capacity.

E. E. ROAHEN GRAIN COMPANY

One of the largest consignment houses in Kansas City and one which has built up a deservedly high reputation for itself in the Southwest



is the nine-year old grain firm which was organized under the name of the Roahen-Cary Grain Company. This name was changed about a year ago when Mr. Cary withdrew on account of ill health and the title became the E. E. Roahen Grain Company.

Naturally such a large business could not have been built up by inexperienced parties. Mr. Roahen, to whom the great credit is due, has been in the grain business for 19 years and has handled about every department of the work and every kind of grain. The firm handles all kinds of grain and does a general receiving business.

Not a small part of the business of the firm is handled through the Wichita branch, in charge of F. D. Bruce. The specialty at this branch house is supplying the large mills with milling wheat and a very large amount of grain is handled at the branch.

Mr. Roahen is highly thought of on the Board of Trade and at present is serving on the Committee on Crop and Weather Reports.

STANDARD GRAIN & MILLING COMPANY

It is true of all the large markets that many of the younger firms are started by those who received their training in the pioneer companies. The Standard Grain & Milling Company, although now of the highly respected age of 21 years, was started in this manner, Frank E. Essex, the only survivor of those who organized the company, having been educated in the grain business through his employment with the E. D. Fisher Commission Company.

The company carries on a general grain commission business, specializing in livestock feed, both natural grain and ground feed.

Mr. Essex has been prominent in Board of Trade affairs for many years, serving in several official positions and on important committees. At present he is on the Elevator and Warehouse Committee.

GOFFE & CARKENER

The firm of Goffe & Carkener can vote this fall; it is 21 years old. Its name has changed somewhat, but that is true of other male voters and of a great many ladies who are casting their first ballot. At first the firm was known as Goffe-Lucas & Carkener. Mr. Lucas died nine years ago and his name was dropped, so that at present just Goffe & Carkener is on the letterhead.

The firm does a general receiving and shipping business on commission, deals in futures, handles milling wheat for the trade, but makes a specialty of consignments. As they have a branch office in St. Louis, in charge of George C. Martin, Jr., and are closely associated with Logan & Bryan at Lincoln and Hastings, Neb., and Ware & Leland at Hutchinson, Kan., they can take care of all the business that is offered, and to good advantage.

H. T. Hulhall looks after the futures; George

K. Walton handles the mill orders and shipping, while the title members of the firm oversee the business in general. W. C. Goffe was president of the Board of Trade in 1905 and is now chairman of the Committee on Inspection and Sampling. G. S. Carkener is the present second vice-president.

A. D. WRIGHT COMMISSION COMPANY

Ten years ago the Grier Grain Company was organized at Kansas City. The following year A. D. Wright, who for three years had been manager of the Board of Trade Clearing House, was made manager and later became president. Two years ago the firm name was changed to the A. D. Wright



J. G. GOODWIN
Chief Weighmaster

Commission Company. Before coming to Kansas City, Mr. Wright operated a line of elevators in Nebraska, so that his experience has had a wide range.

Mr. E. A. Twidale, vice-president of the company, is president of the Koehler-Twidale Elevator Company, of Hastings, Neb., which has a line of twenty elevators in that state. The A. D. Wright Commission Company acts as terminal market agent for these line houses and from them receives a great volume of assignment business each year.

E. D. FISHER COMMISSION COMPANY

Like many others of the Kansas City firms, the E. D. Fisher Commission Company has been known under various titles since it first came into existence. In 1878 the firm was organized under the

name of Mead & Fisher. Two years later A. W. Armour became associated with the business and the name was changed to the Armour Commission Company, which was held for eight years. In 1888 Mr. Armour dropped out of the company and the name was changed to the present title.

Mr. Fisher is president and J. E. Rahm is secretary, the respective positions they hold in the Kaw Grain & Elevator Company, and Mr. Fisher is treasurer of the Board of Trade, a position he has held for a number of years.

MOORE-SEAVER GRAIN COMPANY

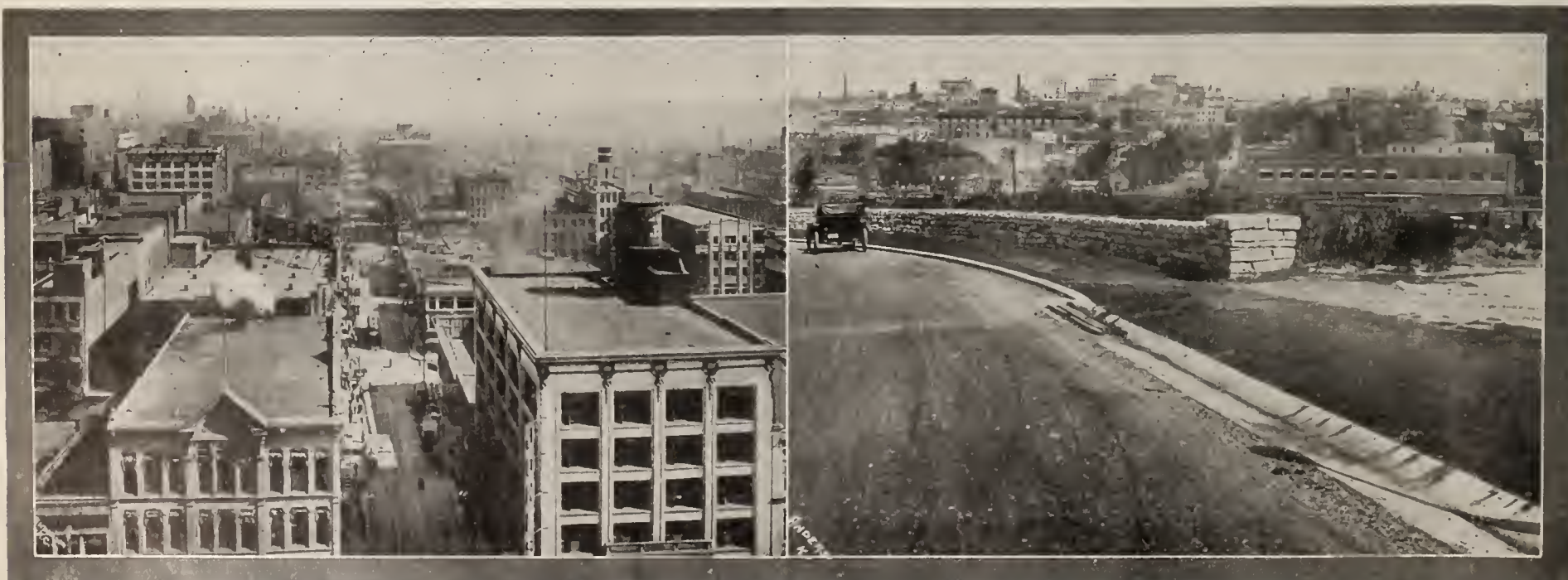
Under the name of the Moore Grain Company the present house of the Moore-Seaver Grain Company made its first bid for public favor in 1906. For two years it operated under the original name and then changed to that it now bears. The president of the company is B. C. Moore, one of the best known figures on the Kansas City Board of Trade, having been a director for a number of years and at present holding that honor.

The firm does a general receiving and shipping business, specializing in corn and oats and operating through the Kansas City Southern Elevator. H. C. Gamage, treasurer of the company, and R. A. Jeanneret, secretary, are well and favorably known in Kansas City, but Mr. Moore is the only Board member. He absorbed his knowledge of the trade while with his father, who was one of the pioneers in the grain business at Kansas City, operating under the name of the Moore Grain and Elevator Company.

B. C. CHRISTOPHER & CO.

B. C. Christopher & Co. was organized in 1878 under the name of Christopher & Kirkpatrick. It has the distinction of being the oldest firm on the Board and its senior member is the oldest active member of the Board. Under its original name the business of the firm was conducted for fifteen years, and then for five years under the name of Christopher & Smith. In 1898 the firm name was changed to the one it bears at present. It is now all in the family, the members of the firm being B. C. Christopher, Sr., Stanley C., and B. C. Christopher, Jr. The firm does a receiving, shipping and brokerage business, handling all kinds of grain and giving special attention to consignments. They were among the first to recognize the importance of the new feed crops, Kaffir corn, milo and feterita, and are probably the largest handlers of these products on the market. This branch of the business is in charge of F. M. Corbin, who furnishes hundreds of feeders with grain.

Mr. Christopher, Senior, has held all the offices in the Board of Trade and is at present chairman of the Finance Committee. He has always been a keen observer of local and foreign conditions and their relation to the markets, and his opinion is held in high regard. Stanley Christopher is chairman of the Provisions Committee, and the firm



LOOKING DOWN TWELFTH STREET

BUSINESS SECTION SEEN FROM MUNICIPAL HOSPITAL

holds membership in the St. Louis Merchants Exchange and the Chicago Board of Trade.

HOEBEL GRAIN COMPANY

"Family Group—by Rembrandt." This is a familiar title in art catalogues of European galleries. It might be applied to the Hoebel Grain Company, which was organized two years ago with F. W. Hoebel, president; Louis Hoebel, Sr., vice-president; E. C. Hoebel, secretary and treasurer.

Although the firm is a new one in Kansas City, its component parts are well known on the Board of Trade and in the grain trade of the West generally. F. W. and E. C. Hoebel have been connected with the Board of Trade for eight years, the former coming from Nebraska City, where for five years he had been engaged in the grain business; and Louis Hoebel was a shipper in Nebraska for fifteen years previous to his coming to Kansas City. All are thoroughly familiar with the trade in all its branches and have many friends throughout the territory they serve. F. W. Hoebel is on the Committee of Weight Supervision.

THE MOORE-LAWLESS GRAIN COMPANY

The Moore-Lawless Grain Company was organized in 1906 with W. C. Moore, president; W. H. Meeker, vice-president; C. W. Lawless, secretary, and G. A. Moore, treasurer. The two latter are the only ones now in active membership. Both of these men had had a considerable experience in the grain business before they became members of this firm, Mr. Lawless having been in the grain business in Nebraska for ten years, and Mr. Moore with country station and terminal experience.

The firm has a large consignment business, operating through the Kansas Central Elevator at Leavenworth. Particular attention is also given to futures and milling wheat, the latter department being in charge of H. D. Hayward. The firm has membership on the St. Louis Merchants Exchange and is a member of the Grain Dealers' National Association. Mr. Moore has served on the board of directors of the Kansas City Board of Trade and has been on several important committees, at the present time being a member of the Futures division of the Market Reports Committee.

WESTERN GRAIN COMPANY

One of the newest of the grain firms represented on the Kansas City Board of Trade is the Western Grain Company, which was organized three years ago by C. M. Woodward, and operated on a somewhat restricted scale, but with a steady increase of business. Within the last year, however, J. W. Dayton and C. C. Andrews have become associated with Mr. Woodward and the combination makes a very strong one. Mr. Andrews has been a member and active trader on the Board for the past 25 years, and takes care of that part of the work, while the office and road work are seen to by the other partners.

The firm operates the Dixie Elevator, a house of 60,000 bushels capacity, conveniently situated so that consignment or purchased grain can be handled well and profitably.

The opening of the Panama Canal will greatly strengthen the position of Kansas City with southern houses. Anticipating this movement toward the South, the Western Grain Company for over a year has been strengthening its affiliations toward the Gulf and is now in a position to take its full share of the new business as it develops in that quarter.

PEIRSON-LATHROP GRAIN COMPANY

The Peirson-Lathrop Grain Company was organized eight years ago by A. R. Peirson and W. B. Lathrop. The former has been connected with the Board of Trade for twenty years and the latter since he left school. Both of these men are prominent figures on the Board, Mr. Peirson serving as a director and Mr. Lathrop on the Transportation Committee.

There is but one primary market in the world that handles more milling wheat direct to consumers than does Kansas City. Contract wheat on future trades is based exclusively on No. 2 hard

wheat, which gives the mills an opportunity to cover future sales by hedges on the Board. Of this class of trade, both the cash milling wheat and future sales for the same firms, the Peirson-Lathrop Company has made a specialty. Their grain is handled through the Kansas Central Elevator at Leavenworth and many of the consignments for foreign delivery are handled straight through without a Kansas City inspection.

KEMPER MILL & ELEVATOR COMPANY

After a short but successful career, marked by independence of action and disregard of the gratuitous advice of friends, W. T. Kemper came to Kansas City and organized the W. T. Kemper Elevator Company. Under his Midas touch the concern thrived and was later organized under its present name, the Kemper Mill & Elevator Company.

About this time Mr. Kemper became interested in the banking business, but he retained the presidency of the grain firm, while R. C. House, vice-president, and L. P. Nellis, secretary and treasurer, carried on the active business of the concern. The firm operates mills at Kansas City and

conducted a shipping business, buying his grain from a large territory, afterward coming to Kansas City, where the field offered greater opportunities for expansion.

Mr. Steele has a large and loyal clientele which keeps him busy most of the time. It is impossible to make any comparative estimates of business done by the various firms in any market, even if we would wish to do so; but we can only say that Mr. Steele has no kick coming, which means as much or as little as you please.

WHITMORE-COCKLE GRAIN COMPANY

Although W. D. Whitmore is president and R. H. Whitmore is vice-president of the new Whitmore-Cockle Grain Company, the entire management of the business will be in the hands of the secretary-treasurer, Tracy L. Cockle, of Kansas City, who is one of the youngest and at the same time most experienced operators on the Kansas City Board of Trade.

Mr. Cockle started in the grain business in 1898 with Bartlett Frazier & Co., of Chicago. In 1902 he was admitted to membership in the Chicago Board of Trade and the following year came to



Tongarrou, Kan., and through the city office handles grain, flour and feed.

The principal business of the company is grain, which is handled through the Kansas City Southern Elevator at Kansas City, and future contracts on the floor of the Board. On account of the great milling interests in the state a large business in hedges is handled at Kansas City, and this company has a goodly share of it. R. C. House is a member of the Board of Trade Committee on Elevator and Warehouse, and L. P. Nellis is chairman of the Rules and Legislation Committee.

WILSER GRAIN COMPANY

C. B. Wilser, who for some years has been connected with the E. D. Fisher Commission Company, recently started in on his own account, taking out membership in the Kansas City Board of Trade and operating under the name of the Wilser Grain Company.

The volume of grain which must flow from the Southwest during this crop year will give all of these new companies an opportunity to get a foothold with a substantial basis. The many friends of Mr. Wilser in Kansas City and among the southwestern shippers predict that he will get the full share of the new business which his experience and sterling qualities deserve.

H. H. STEELE & CO.

Mr. H. H. Steele, who owns and operates the grain business under his name, has been a member of the Kansas City Board of Trade only eight years, having purchased a membership on the Exchange in 1906; but his grain experience is very wide. In 1876 he started in the grain business at Brookline, Mo. He found the trade to his liking and within five years had purchased and was successfully operating five elevators along the Frisco Railroad. In 1881 he moved to Golden City and

Kansas City as the representative of the Chicago firm, and ever since has been closely identified with the Kansas City interests. During the past five years he has been connected with the Thresher-Fuller Grain Company and the Terminal Elevators. In his new capacity as director of the Whitmore-Cockle Grain Company, Mr. Cockle will make a specialty of consignments and will handle cash grain on commission.

WOMEN IN THE TRADE

The grain trade of Kansas City is not without its representation of women who have won their place by hard work and convincing efficiency. Both of the ladies portrayed here have been connected with the Board of Trade for some years.

Miss J. M. Barnhill has been employed by the Kemper Grain Company for 22 years. She entered the firm as a young girl and in recent years has been grain buyer for the firm, covering a large territory in the Southwest. Miss Barnhill has recently deserted Ceres for Hymen, however, and the trade will know her no more.

Miss F. M. Eveleth is secretary of the Stevenson Grain Company and is highly regarded in the Kansas City market. She is not a dummy officer by any means, but takes care of the duties connected with her office and is an experienced and able assistant in the firm's affairs, having earned a splendid reputation in business circles.

M. J. LANE & CO.

Twenty-eight years ago Kansas City was just beginning to live down its reputation for crudity and was taking its place among the western cities as the hub of the grain and hay business of the Mississippi Valley. About that time M. J. Lane, of Springfield, Mass., was looking about for new worlds to conquer. Springfield, Mass., is the place you change cars. No matter where you want to go

in New England, you have to change cars at Springfield. Kansas City occupies much the same position for the West. It is the great railway center west of the Mississippi. Perhaps that is why Mr. Lane selected it as his future residence. At any rate he came to Kansas City in 1886 and engaged in wholesale hay and coal business.

Gradually Mr. Lane saw other possibilities. About fifteen years ago he became a member of the Board of Trade and has since conducted a general grain commission business, operating



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within a radius of 300 miles a territory reaching into Dakota, Missouri and Oklahoma. Of late years he has specialized in futures, operating trades in the pit for some large traders of the West. He is a member of the Committee on Crop and Weather Reports of the Board of Trade.

THE NATIONAL CONVENTION

BY CHARLES QUINN.

What is expected to be one of the most important and largely attended conventions ever held by the Grain Dealers National Association is that scheduled for October 12, 13 and 14, at Kansas City, Mo.

This, which will be the eighteenth annual meeting of the Association, will bring together grain dealers from all sections of the country. Every branch of the trade will be well represented at the convention because of the many important subjects that are to come up for discussion.

Under ordinary circumstances it might be expected that the great European war, which has put a crimp in so many national conventions, would have its effect at Kansas City; but even the titanic struggle across the water will not, it is confidently believed, dampen the enthusiasm of the grain dealers or prevent their attendance.

The reason for this is obvious. The past year has seen more grain history made than in any previous twelve months. From a legislative standpoint it has been one of the most active in the history of the grain business.

It has seen the Government establish its corn grades. It has witnessed the shaping of a bill to supervise these grades. It has seen the McCumber Federal Inspection Bill defeated for good. It has gone through more agitation on the subject of future trading than ever before.

In no other period of time has the Association been compelled to send its committees so often to Washington to help to shape legislation so that the trade would not be completely crippled or demoralized.

It has been a year of the greatest activity on the part of the Association, and incidentally it may be stated that it has been a year in which the Association has achieved some of the greatest successes in its whole history.

The program for the Kansas City meeting has not been completed, but enough promises have been secured to warrant the statement that it will

be one of the best ever given at a convention of the Association.

Among the speakers who have accepted invitations to appear are Dr. J. W. T. Duvel, of the Department of Agriculture at Washington.

Dr. Duvel's presence at the meeting is especially timely in that he will discuss with the grain dealers the points which are now troubling the trade in grading under the new corn standards. Dr. Duvel will also have on exhibition a number of samples of the corn grades.

Another speaker who will, it is expected, be at the convention, is Congressman Ralph W. Moss, the author of the Moss Supervision Bill and the Moss Warehouse Bill, both of which measures he will analyze and explain to the delegates.

The reports of the different committees will be of far more than usual interest because of the important problems these committees were called upon to meet and solve since the New Orleans convention a year ago. This is especially true of the Committee on Legislation, of which A. E. Reynolds, of Crawfordsville, Ind., is the chairman. Mr. Reynolds' report is expected to be an epoch-marking one.

Every grain exchange in the country is expected to be well represented at the convention. Invitations have been extended to each one to send delegations to the meeting. Unaffiliated dealers in



ADDITION TO C. G. W. ELEVATOR
Being Built by James Stewart & Co., Chicago.

Texas and Oklahoma have also been sent invitations to be present.

The entertainment arranged by the Kansas City committee is elaborate. There will be automobile rides over the city's beautiful boulevards for both the visiting ladies and the delegates. A big banquet and entertainment is to be given on the evening of the second day. Receptions and theatre parties for the ladies have also been arranged.

The opening exercises on the morning of October 12 will, of course, contain the usual addresses of welcome on behalf of the Kansas City Board of Trade, the City of Kansas City and the State of Missouri. The response on behalf of the Association will be made by John L. Messmore, of St. Louis, the second vice-president of the National Association. Then will follow the regular business of the convention, with the reports of President Jones and Secretary Quinn.

All of the big terminal elevators in and around Fort William, Ont., and the head of the Great Lakes, are being guarded by a Canadian regiment. It was feared that attempts would be made by German agents to hamper Canadian shipping by destruction of the plants.

Much in excess of all previous consignments, it is estimated that thirteen million bushels of American grain have been received in the Montreal elevators since the opening of navigation this year. This is considered to be a factor in the present grain congestion at the Montreal elevators.

RESPONSIBILITY FOR EMBARGO LOSSES

Who is responsible for the losses caused by the embargo placed on the various ports by the railroads? This question interests so many shippers that Secretary Smiley, of the Kansas Grain Dealers' Association, recently submitted it to the legal counsel of the Association, who answered the question as follows:

You have submitted to us for opinion a contract made by one of your members, by the terms of which it has agreed to sell to the — Grain Company certain amounts of wheat, thirty days shipment, expiring August 20, 1914 Galveston billing. The contract contains the clause:

Delivery of grain on this contract not perfected until grain reaches destination and has been inspected and weighed.

The seller is unable to get billing from any road to Galveston on account of the embargo laid by the carriers, which in turn is caused by the unsettled conditions in ocean carrying and ocean insurance, occasioned by the war conditions in Europe. The questions submitted by you are: First, is the seller relieved from performance on account of a supervening condition over which neither he nor the buyer has control, which renders performance as a matter of fact impossible; and, second, if not, has the seller resource over against a carrier for refusing to comply with the common law obligation of a carrier to accept goods tendered it for shipment?

1. The second question is much easier of answer than the first. In the absence of discrimination the carrier has discharged its duty if it has used reasonable diligence in providing facilities for handling the crop under conditions that are not extraordinary. It is not bound to provide equipment enough to handle a crop where an unforeseeable war stops the outlet and raises a situation not apt to recur in a lifetime. It is assumed that the carriers have used diligence in freeing and providing equipment sufficient to handle the large crop if ocean transportation had been kept open. If such is the fact their duty is discharged, and the first question suggested must be answered.

2. The seller is not at fault; the buyer is not at fault; the carrier is not at fault; the United States is at peace with the world. Yet the railroad, the telegraph, the cable have drawn the natives of the world so close that a war between foreign countries has made impossible of performance a contract for the delivery of Kansas wheat. Whether the seller may be held upon his contract where he is powerless to perform presents an interesting question, and one that is not free from doubt in the adjudicated cases, and one that becomes more doubtful when it is realized that new law may be made by a court to meet new conditions. A distinguished layman to whom the question was put yesterday suggested, upon reflection, that the sportsmanlike thing would be to declare "all bets off." Whether the courts



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would find a way to arrive at that end is open to grave doubt.

The time given for the preparation of this opinion prevents an exhaustive examination of the authorities. In a note to the case of Danenhower v. Hayes, 33 L. R. A. (N. S.) 698, the editor declares the law to be settled by a "multitude of cases" that—

When a party by his own contract creates a duty or charge upon himself, he is bound to make it good, if he may, notwithstanding any accident by inevitable necessity, because he might have provided against it by his contract.

The same general rule has been declared by other writers of standing. It has accordingly been held that

the freezing of a river upon which a boat was in transit did not excuse the failure of the boat to arrive by contract time. And it does not alter the rule because the impossibility springs from the action or failure of action of a third party. A bond provided that a certain case should be tried before a certain judge at a certain time; the judge was incapacitated and could not hear the case. It was held not to discharge the obligation of the bond.

There is another rule of law which might be here invoked. It is that where a contract assumes the existence of a certain thing or person that the destruction or non-existence of that thing or person excuses performance. For example, a man agrees to work personally for another for a year; he dies; performance is excused. Under modern conditions contracts for the delivery of grain a thousand miles distant do depend upon the maintenance of railroad communication. Whether the law, which finds its beginning when carriage was by wagon or canal boat and commerce on land limited to a few miles, will follow the growth of commerce and say that uninterrupted railway service is a factor upon which the existence of such a contract as this neces-

sarily depends, no one can definitely say. It presents a case appealing strongly to the conscience of a court; but to so hold would introduce an uncertainty into contracts that the courts probably would be slow to do.

There is another rule that might be called into play. That is, whether or not there entered into this contract an implied condition between the parties that the seller should only be held in event the railroads would accept billing. It is our understanding that this is the first general embargo that your members have encountered. Whether such an implied condition is read into the contract depends very largely upon the willingness of the courts to relieve against the situation presented.

We are sorry to be unable to be more definite in this opinion. There are cases, notably an early Pennsylvania case, which hold that under circumstances similar to this, the seller is excused. The prevailing rule of law, however, at present is to the contrary. The fact that there are cases contrary to the general rule, and the fact that courts do adopt new rules to govern conditions arising by reason of the advance of the times raise enough doubt about the matter to present a definite opinion.

and do what we can to comfort those who weep at the graves? As I see it, this nation has one duty at present, that is at any cost to keep its hands free to do these things."

"But somebody will have to do this carrying business."

"If it has to be done, you can bet all you have that somebody will do it, and without the Government burning its fingers in the deal. There are too many chances of entanglement for us to get mixed up in it. Of course when private capital takes a hand then we can look out for our own interests, and there will be ample chances to do business at a profit."

"From the way you talked I thought you considered it a mortal sin to make money," Albert suggested laughingly.

"There are a few in the grain trade who would have a chance at salvation if it were," said the Old Man.

Private or Government Ownership of Ships

The Old Man Takes a Hand in the Discussion and Gives a Customer His Views on Grain Carriers for War-time Exports

By WAT PENN



"I SEE by the papers that the Government is thinking of going into the shipping business," Albert Jackson began as he drew his chair up so that his heels would reach the desk.

"What do you mean by the 'Government'?" the Old Man enquired.

"Why, those fellows down to Washington, of course," Albert answered.

"If we held the 'Government' responsible for all the ideas that are all the time being

advanced at Washington, we would all be tempted to turn anarchist," the Old Man answered. "Now, as a matter of fact, the 'Government' is a great big machine which carries on the routine work of the nation. From a legislative point of view the 'Government' consists of a working majority of both houses of congress. Until those two majorities get together there is no legislative 'Government.' Congress has been so crazy anxious to pass new legislation in recent years it has come to believe that legislating is all the 'Government' is for. Congress has a heap bigger idea of its own importance than I have. If we could give them a two-year vacation it would rest up the whole country."

"But what would we do without Congress at a critical time like this?" Albert asked, his awe of the national legislators unshaken.

"We would saw wood with less danger of international complication than there is at present. What does all this talk about buying ships amount to? Not a darn thing. The United States is in no position to buy ships. It couldn't buy them from one belligerent without offending the others. If it bought them it couldn't operate them without moral certainty of getting into trouble as every belligerent has a right to search merchant vessels for contraband, but no right to stop a neutral government's vessel. You see the complications that would bring."

"We've got to do something, though, to get our exports afloat," Albert persisted.

"If our exports can be carried to Europe or elsewhere without undue risk, if, under our antiquated maritime laws, American products can be carried in American bottoms at a profit, then you can depend upon it that capital will find the way without government aid. If private firms can't operate ocean freighters successfully, certainly the government can't. And if it can't operate at a profit it shouldn't do it at all."

"Why not? The Government can afford to make up any deficit."

"No, it can't," the Old Man contradicted. "The Government can't afford to spend one cent of all the people's money for the benefit of a few. And besides that, the Government has no business competing with private enterprise."

"But everyone will benefit if we can carry on a foreign trade. The farmers will get more for their wheat and cotton, and with more money in the farmers' hands business will pick up all along the line."

"That is true to a certain degree," the Old Man, agreed, "but you know that war makes fictitious values. The necessities of life cost more in war time than can be met by increased business or raises in wages. For every cent added to the price of wheat and cotton by foreign demand, the man in the office, in the shop, and in the factory will bear a burden three times as great as that borne by the foreigner, for we can export only about a third of our wheat and the man at home has to pay the same price. In the mean time a lot of men are out of employment in those industries which are most effected by the war, dependent perhaps on raw material from the war zone. They have to pay the excessive prices though their income has ceased. The prosperity would not be general by any means, for gains which accrue to one class at the cost of impoverishment of another class, is not true prosperity."

"But we are losing money by not having vessels to do business with."

"Sure we're losing money. Do you think there can be a world upheaval such as we are witnessing today without everyone being effected to some extent? But the money we are losing in decreased trade is nothing compared to what we would lose if we should be drawn into war. For that reason we should do nothing for the sake of a benefit which would only be temporary at best, that might jeopardize our position of neutrality in the slightest degree."

"Do you mean to say you would sit still and let this opportunity get away?" Albert demanded.

"We have a great opportunity as you say, Albert, but we have a greater responsibility. The whole world is split and broken. Of all the great nations the United States alone is at peace. As the months go by with destruction on every hand and construction nowhere, hate and hunger will walk hand in hand through the fertile valleys of Europe, striking down weeping women and innocent children indiscriminately with the men. Is it for us to exploit these stricken countries for our own gain or shall we keep the great trust that has been given us, and prepare, even though at a sacrifice, to assuage the hatred, to bind up the wounds, to feed the hungry

ARBITRATION DECISIONS

Four important decisions have recently been handed down by the Committee on Arbitration of the Grain Dealers' National Association. In the first, *A. F. Hardie, Dallas, Texas, vs. Payne & Becker, St. Louis, Mo., vs. Independent Grain Company, Wichita, Kan.*, for a total claim of \$159.69, it appears that Payne & Becker bought three cars of oats from the Independent Grain Company and re-consigned them on the same terms to A. F. Hardie, who entered the claim on account condition and \$18 for car service. The oats were bought on Kansas official inspection, and as an official certificate of grade accompanied the papers in the case, the committee ruled:

That Payne & Becker pay to A. F. Hardie the sum of eighteen (\$18) dollars, account of car service which accrued at point of shipment; also that Payne & Becker pay to the Independent Grain Co. one hundred thirteen dollars four cents (\$113.04) with interest at six (6%) per cent from December 30th, 1912, till date of payment of this award which amount is the credit balance of the Independent Grain Company on the books of Payne & Becker less the \$18 car service for which they are responsible; and that A. F. Hardie pay the costs of this arbitration.

In the second case, *E. R. & D. C. Kolp, Fort Worth, Texas, vs. International Sugar Feed Company, Minneapolis, Minn.*, the claim of \$244.20 arose from the loss on a car of Kaffir corn which defendants refused to accept and sold out for plaintiffs. The contract called for No. 3 white Kaffir or better, Memphis inspection. On arrival the car graded No. 4, whereupon the following telegrams were exchanged: "E. R. & D. C. Kolp, Oklahoma City, Okla.: Car Kaffir arrived grading four will accept five cents discount tread.—H. Wehmann, Sec." "H. Wehmann, Secy., Minneapolis, Minn.: All right apply but discount unreasonable broach enough try reduce.—E. R. & D. C. Kolp, Inc."

These telegrams, in which defendants offer to accept car at five cents discount and plaintiffs accept, constitute the completion and closing of the original contract. A number of letters and telegrams were later exchanged, but these did not affect the original contract and E. R. & D. C. Kolp were awarded the sum of \$244.20.

The third case, *Steinhardt & Co., New Orleans, La., vs. Wichita Mill & Elevator Company, Wichita Falls, Texas*, the claim for \$253.01 was based upon loss on two cars of corn. Contracts called for No. 3 yellow corn. Billed T. & P. or I. C. delivery: New Orleans weight and grades to govern. The first car was delivered at L. R. & N. terminal and plaintiffs refused to accept it, but disposed of it on defendant's order to best possible advantage.

The second car graded No. 3 mixed and was immediately elevated and mixed with other export corn of same grade. This car was also handled by plaintiffs to the best advantage of defendants.

In awarding the claim to the plaintiffs, the committee pointed out that first car was misdirected by defendant and that second car was not of stipulated

grade, and that the plaintiffs were clearly within their rights in refusing both cars.

The fourth case, *Tioga Mill & Elevator Company, Waverly, N. Y., vs. Bassett Grain Company, Indianapolis, Ind.*, involved two cars of corn, received hot, when "cool and sweet at destination" was part of contract. The first car was accepted by plaintiffs at a discount of six cents per bushel, the second car was sent to New York after plaintiffs had made two offers of disposition which were refused. The terms of the contract gave the plaintiffs the right to refuse any cars that were out of condition.

The Tioga Mill & Elevator Company's claim for \$73.70 was allowed and the Bassett Grain Company's counter claim for \$289.29 was not allowed.

DUST EXPLOSIONS

In an investigation, recently conducted by experts of the Bureau of Mines of the Department of the Interior, it was found that the grain dust explosions in mills and grain elevators were much like those caused by coal dust in mines, and the same degree of care should be used to prevent them. The immediate installation of safety devices for the prevention of grain dust explosions should be enforced. Many mysterious explosions during the past ten years, which have caused the loss of hundreds of lives and the loss of hundreds of thousands of dollars, could have been prevented if the laws and regulations governing mills and elevators had been enforced. Just over a year ago, thirty men lost their lives and seventy were wounded in an explosion in a feed mill in Buffalo, N. Y. The mines experts declare that all dusts containing carbon are explosive under certain conditions, and immediate steps should be taken to safeguard against such conditions.

Modern milling plants and grain elevators strictly prohibit the use of an open-flame light. This is the first necessary step toward the prevention of dust explosions. The majority of explosions have been caused by the lowering of open lights into the bin. When it is absolutely necessary to use a lamp of some sort in a bin, an approved type of portable electric lamp should be used, and this lamp should be enclosed in a strong wire guard or protector. In measuring the amount of grain in a bin a light is not necessary. The same results can be obtained by lowering a tape with a weight on the end into the bin.

A large number of explosions have been traced to the introduction of foreign materials into grinding machines. Particles of such materials, coming into contact with the grinding plates of the machines, produce sufficient sparks to cause an ignition of the dust.

An extra safety feature would be, whenever possible, to locate all fuses on light and power circuit switches and starting boxes at points where dust is not present in dangerous quantities.

Over two million bushels of grain were shipped out of Baltimore for England and France, during the last two weeks in August.

To make a waterproof concrete in building the foundation of a grain elevator on a river bank in Budapest, a solution of soft soap was used instead of water.

Pacific Conference lines have carried out plans to advance rates on wheat and flour to all Oriental ports save Shanghai, to which port the charge is \$5.50 a ton.

George Repke, a large wheat grower of Salina, Kan., has received 160 pounds of Turkey wheat seed from the Russian Agricultural College at Tawuan, Crimea, Russia. He will sow three acres with it as an experiment this fall.

Over half a million dollars is realized annually by six factories in Missouri, in the manufacture of pipes from corn cobs, which the farmers discard. The six factories produced 28,171,872 pipes in the past year, from 150,000 bushels of cobs. The industry employs almost 500 persons and represents an investment of \$280,344.

CROP IMPROVEMENT

MODERN METHODS OF INCREASING CROP PRODUCTION*

BY HENRY G. BELL.*

Agronomist, Middle West Soil Improvement Committee of the National Fertilizer Association.

What is the measure of a satisfactory yield per acre? In your system of farm management, is not each subdivision of the great industry—farming—a distant investment on which you hope to make a maximum rate of interest? Your corn—your hogs—your dairy cattle—your barley crop—all the crops and livestock on your farm—should net you enough, over and above cost, to pay a fair rate of interest and an excellent dividend on the investment in land, buildings, machinery, power, seed, help, and incidentals. What interest are your crops and livestock paying? This is the measure of a satisfactory yield.

There is a call for quality, today, that puts a handsome premium on produce that measures up to Grade 1. Here is your opportunity to increase profits. It costs just as much or more to keep a cow with a poor milk record as it does a prize-winner. Oats that weigh 28 pounds per bushel and grade No. 3, cost just as much to raise as 30 to 32-pound grain, which grades standard, or No. 2.

The soil is the foundation stone. It must be well drained and sweet if beneficial bacterial life is to thrive in it. The soil must be sufficiently loose and friable for the tiny roots to push through it with ease, and for the soil air to circulate through it freely. Although water which stands in and on the soil is injurious, crops make use of the moisture which clings to soil particles. In order to be most productive, then, a soil must have the capacity to retain as much as possible of this clinging moisture. The addition of strawy manure or green material plowed into the soil gives it power to retain additional moisture.

I visited two dairy farms the other day. Both farms maintained herds of about the same size and equally good breeding. Both farms provided dairy barns and equipment of the latest approved type. Each barn was almost as clean and sanitary as the excellent homes which added a finishing touch to the farms. Yet, one herd was producing almost double the milk produced by the other. What was the reason? The herdsman, in the one case, was feeding the very best balanced ration for milk production, while the herdsman on the unsuccessful farm was paying almost no attention to the balance between carbohydrates and proteins in his rations.

This is but a living example of what often takes place in the life of our crops. The soil may be drained and tilled according to the most approved methods; indeed, the crops may even be rotated with clock-like precision, and selected seed may be used, but if the supply of available nitrogen, phosphoric acid and potash is unbalanced or deficient, the crop will be correspondingly short. Besides making the living conditions comfortable and sanitary, there must be an abundance of properly balanced food in order to produce largest milkers, or best corn or potatoes.

There are three general sources from which to obtain the ingredients of plant food, to wit: 1, Barn Manure; 2, Green Manure; 3, Fertilizers.

Well-kept stock manure carries to the ton about 10 to 15 pounds of nitrogen, five to nine pounds of phosphoric acid and 9 to 14 pounds of potash. Besides, manure forms the very best medium for the growth of bacteria.

For some crops, notably cereals, manure is deficient in available phosphoric acid. Many farmers

are finding it profitable to supplement barn manure with some source of phosphorus. Ohio Experimental Station and the Station at Madison, Wis., have quoted results which favor using acid phosphate for this purpose.

At the rate you are taking out your soil fertility in your corn, oats, barley, hay, potatoes and sugar beets, there is great need for far more plant food than your stock manure can supply. Alfalfa and clovers will fix a small amount of nitrogen in the soil, but they, too, are robbers of phosphoric acid and potash.

The remaining source of plant food is fertilizers. Occasionally I find that ideas concerning the composition of fertilizers are hazy. Fertilizers are carriers of available plant food—first, last and all the time. They are neither mystic condiments, nor poisons, nor stimulants. They carry available nitrogen, which makes the corn stalk grow; available phosphoric acid, which makes the corn ear fill and ripen; and potash, which gives strength to the growing stalks and helps in the filling of the kernels.

The nitrogen of the fertilizers may come from animal tankage, blood, nitrate of soda, sulphate of ammonia, cyanamid, or other minor organic sources. The phosphoric acid may come from bone tankage or phosphoric rock which has been treated in order to change the phosphorus from the very slowly available form to the readily available form. The potash comes principally from potassic salts mined in Germany.

Now, the underlying principle of profitable fertilization is to supply plant food that will make up for the characteristic weaknesses of the soil, and plant food, at the same time, that will meet the special needs of the crops. For instance, if a farmer is growing a crop of barley on a clay loam soil that has been farmed for some time, he should choose a fertilizer supplying a small amount of nitrogen, a large amount of available phosphoric acid, and a medium amount of potash.

The thirteenth census reports that Wisconsin in 1910 produced 145,309,589 bushels of cereals, 31,968,196 bushels of potatoes, 127,526 tons of sugar beets and 5,002,644 tons of hay.

These, with other important crops, removed 280,032,960 pounds nitrogen, 82,106,576 pounds phosphoric acid and 203,361,001 pounds potash from the soil.

This plant food is returned in part in manures, by legumes, by rains and by fertilizers.

Estimating on the basis of Wheeler's figures for different classes of livestock, there is the following amount of plant food returned in manure: 188,561,989 pounds of nitrogen, 67,391,501 pounds of phosphoric acid, 149,328,766 pounds of potash.

The legumes of Wisconsin may be credited with 10,579,018 pounds of nitrogen returned in the soil—based on American estimates. Subtracting these totals returned from the original figures of plant food taken out by the leading crops, we have an annual shortage of 80,731,953 pounds nitrogen, 14,075,075 pounds phosphoric acid and 53,792,235 pounds of potash. You are taking out this much more plant food than you are returning to your soils!

Now, this annual depletion cannot continue without being felt. The enormous and profitable seed grain trade is most exhaustive of the soils because a crop harvested in the seed form takes out the largest amount of available phosphoric acid, as well as a large amount of other plant food ingredients. It should arouse deepest interest in keeping up the plant food supply of soils, and should result in immediate action.

The great question is: What profit is there in getting larger yields by such intensive methods?

*From an address delivered before Group 5, Wisconsin Bankers' Association, Geneva, Wis., Sept., 1914.

In North Dakota they found the following increases from fertilization:

	Average increase per acre, average increase in bushels, due to fertilizer.	Per cent of total
North Dakota.		
Wheat	8.5	63.7
Oats	20.56	54.9
Barley	19.9	63.8

In Minnesota they got an even larger increase, as follows:

	Average increase per acre, average increase in bushels, due to fertilizer.	Per cent of total
Minnesota.		
Wheat	8.41	76.2
Oats	20.92	98.1
Barley	12.6	100.0

The foregoing is the strongest kind of practical evidence of the profit of making a judicious use of fertilizers. They confirm the findings of Ohio, Indiana, Pennsylvania and Eastern and Southern Experiment Stations, all of which have repeatedly demonstrated to the farmer the value of fertilization. A system of careful manuring insures a minimum of soil depletion. Such a system, supplemented by the judicious use of commercial plant food, will cause Wisconsin to thrive still more by virtue of the profits which arise from greater and better yields per acre.

BETTER CORN

Grain dealers generally are interested in crop improvement work. Why shouldn't they be? Better crops mean more money for the dealer. It catches him in the wallet, the most sensitive spot in the human system. Most of the dealers would be willing to lend their support to any movement which would produce the desired results—if somebody else would start it off. They do not take the initiative because they do not know where to begin—because the undertaking looks a great deal bigger than it really is—and because some people are too ambitious and try to improve all the crops at one time and on everybody's land.

All big things are made up of little parts. This is particularly true of crop improvement work. The way to get results is to take each little part and help that along, and by the time you have taken up several of these parts the thing as a whole shows the effect of the work. You can't go to a farmer and tell him you know more about raising corn than he does. Oh, you can tell him, but if you get less than a black eye for your pains you still have something coming to you. But there is a way to approach the farmers of your neighborhood so that every man will have a personal interest in increasing his yield and improving the grade. The Crop Improvement Committee of the Council of Grain Exchanges suggests the following for helping the corn crop:

The One Best Kind for All to Grow.

There are too many varieties of corn grown in the same community. It is impossible to breed a prime variety among so many different kinds.

Who Begins It?

If you have no club or other organization, appoint a Crop Improvement Committee of one good farmer in each neighborhood to get samples of the best corn from several good farmers and bring it to crop improvement conference.

Establishing the Type.

Get a corn judge or appoint a jury of three to select the best type for the county according to:

Proper variety (white or yellow) true to type and name.

Size of ear.

Number of days required to mature.

Yield per acre.

Market value.

Get the advice and have this type verified by your State Agricultural College.

Exhibit Pattern Ear.

A pattern ear of the type adopted as a county standard should be exhibited in bank or prominent window. Print a half-tone cut made from a photograph life-size in all the county papers and get out a handbill so that all may be familiar with it. Select at least one ear as near like the "king ear" as

possible, for each committeeman to take back to his neighborhood, to be shown at meetings and placed on exhibition where all may become familiar with it. Show, also, the photograph of the "king ear" as the county ideal.

Every Man, Woman and Child to Know the Type and Learn to Identify the County Variety.

In order to breed any chosen variety of corn for a neighborhood, everyone must have the ideal firmly fixed in his mind. A simple way to do this is to offer a dollar for the ear which most closely resembles the "king ear," not selected from the farm where the "king ear" was produced.

The "Husking Bee" a Sure Way to Learn the Type.

Have an old-fashioned husking bee. It is great fun and will be largely attended by all ages. It is easy to arrange. Have the telephone exchange call up each farmer in the neighborhood and ask him to bring in ten or more ears of snapped corn—the best he's got. Have the meeting at the Grange hall or the school house.

Ask all the girls to bring some bread and butter, sandwiches or doughnuts. You don't want too much cake. Maybe a keg of cider and a barrel of apples—not too much. Coffee, of course, if you have a stove; and every school house ought to have a three-burner oil stove. It may be a good idea to charge the men ten cents to cover incidentals.

Mix the corn all together, all kinds and all sizes. Appoint two live captains, two counters, and a timekeeper. Choose up sides, man for man, girl for girl, woman for woman, boy for boy, until all the live ones are on one side or the other.

Best not to use husking pins, except on challenges between experts.

The First Event: Counting the Ears.

As it is impossible to foretell how many will be present to take part, the timekeeper is to count: "One! two! three! Go!" and the corn is passed down the line until there is a pile of from 25 to 50 ears in front of each husker, the counter for each side counting aloud, "One! two! three!" etc. The side which passes out the corn in the shortest time wins the first event.

The Second Event: Husking.

It adds to the interest to pair off the huskers into teams; but, if preferred, each man can husk for himself. The captains change sides to see that the corn is husked clean. The timekeeper warns: "Are you ready? One! two! three! Husk!" The huskers drop to their knees and, as soon as finished, stand up. The time is taken. Fifty ears for each person makes about the right number. The first up, first prize; the last up, leather medal.

Third Event: Fixing the Type.

The chairman of the crop improvement committee then exhibits the "king ear" and tells how and why it was chosen as the county type. It is passed around until everyone has seen it and handled it.

A dollar is then offered to any person in the room who will find an ear closest to it in size, shape, color and general appearance. Everybody is searching and the type is thus established in every mind. There must be an ideal to breed to; in order to get a uniform strain for everyone in the neighborhood to grow. This type may, by selection and breeding, become better and better each year. It is best not to select too large an ear in the northern part of the corn belt, as it may not mature in backward years. The type selected should be sure to mature every year.

Fourth Event: Hanging the Seed Corn.

Another contest which teaches a useful lesson is to give each husking team a piece of binder twine about 15 or 18 feet long. Tie the ends. Hang in double string from hands of standing partner. Kneeling partner at the signal puts ear of corn in string. Standing partner crosses the string over ear. Next ear reversed, end for end; string crossed again; then another ear, until ten are strung up like rounds in a rope ladder. Generally a small prize is offered for the team that can make the best string in the least time. This is a good way to hang up seed corn.

The Social Side.

After the four events, which should not take more than ten minutes each, refreshments are served, a

good talk on corn is given (get a set of charts for this), and in many cases games are played or an old-fashioned country dance is given.

The entire expense should not be more than four or five dollars; and not that much if you can get someone to provide the prizes. Some use only red, blue and white ribbons, which are just as acceptable.

The evening should be concluded by organizing a club, if not already done, and the next program announced.

A COLORADO CORN CONTAINER

A short distance above the mouth of Wild Horse Creek, where it empties into the Arkansas River, and on the main line of the Santa Fe Railroad, the



PLANT OF THE HOLLEY MILLING & ELEVATOR COMPANY, HOLLEY, COLO.

Holley Mill and Elevator is located. The plant is devoted exclusively to corn and feed, and as it is situated well within the corn belt there is an abundance of material.

The elevator is of solid concrete construction, having a bin capacity of 70,000 bushels, and a feed shipping bin holding about 165,000 pounds. The elevator is 35 feet square with a height of 115 feet from the base. It is entirely fireproof, steel elevator spouting being used throughout.

The warehouse is of corrugated iron with asbestos roofing, and is conveniently situated to the railroad for handling the output of the mill and the grain. The plant is connected with the Colorado Milling & Elevator Company of Denver, with whom the manager, H. E. Lague, has been associated for some time. The superintendent, E. J. Bastin, was formerly connected with mills in Kansas and Oklahoma.

Holley is situated in the first zone of fattening country, where the plains-fed cattle are sent to put on fat for the Eastern market, so that the capacity of the feed mill, a three-pair-high, 9x18 Wolf Feed Roll, is none too large for the demands made upon it. The power of the plant is generated from a 25-horsepower Fairbanks Engine, and the elevator is equipped with a Fairbanks Track Scale, having a capacity for unloading five cars a day and loading out the same number. The office is at one end of the warehouse building and the grounds of the company are ample for any structural demands the future may put upon them.

France imported 1,555,367 metric tons of wheat in 1913, more than twice as much as the year before. The United States only landed 8.6 per cent of this big order.



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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, SEPTEMBER 15, 1914.

 Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

THE UNITED STATES WAREHOUSE ACT

Growing out of the troubles that have come to the cotton growers in the South and the consumers of farm produce in the North, a series of bills have been introduced with the intent of helping one or other of the interests involved. Senator Hoke Smith introduced a hopeless bill for the bonding of cotton, grain, and salmon warehouses. This bill passed the Senate.

The Lever Cotton Warehouse Act had been introduced into the House in the meantime and sent to committee, where it was broadened to include grain elevators and warehouses for the storage of such agricultural products as the Secretary of Agriculture shall designate. This bill, sponsored jointly by Representatives Lever and Moss, is recognized as the administration measure and will probably become a law with little further alteration.

In brief, the bill provides for the licensing and bonding of warehouses and elevators; for the licensing of competent persons to grade and weigh agricultural products, provided that, in the case of a grain inspector, he must be employed by state, board of trade or other organization engaged in handling or grading grain; for the complete oversight of such warehouses by the government; requires every warehouse receipt to specify the grade of the product stored; and so far as possible protects the holder of such receipt or certificate from loss or fraud.

The object of the bill is to afford a uniform basis for warehouse receipts upon which money can be borrowed at a reasonable rate. This in theory will allow farmers to store their produce till they get a satisfactory price. Whether or not it will work out that way is a question. The bill as reported from the committee will be

found on another page of this issue and should have careful consideration as every shipper is liable to be affected by the act.

FREE WHEAT

With May wheat in Winnipeg at 121, in Duluth at 106, and Kansas City at 114½, a bill was introduced into Congress on September 10 as follows:

House Joint Resolution No. 336—Whereas foodstuffs are in greater demand than at any period within the generation, occasioned by the unusual conditions in the production of such foodstuffs by the European war; and, whereas, there is now existing a duty of 10 cents per bushel on wheat imported into the country from countries levying a light duty upon this product; and, whereas, the price of wheat is increasing daily on account of the great demand in Europe; therefore, be it resolved by the Senate and House of Representatives of the United States of America, in Congress assembled, that the collection of duty on wheat imported into this country be and the same is hereby suspended until such time after the cessation of hostilities as may in the discretion of the President of the United States be conducive to the welfare of the citizens.

The obvious intent of the resolution is to promote importation of wheat. The reason wheat is high is that this country has the only considerable surplus, and Europe needs more than usual. Will Canada send wheat to this country when the price here is lower than at home? Hardly. It would have been much more to the point had Canada taken off its duty on wheat and flour so that she could have been a factor in supplying England in this time of need. Of this resolution the farmers need have no fear at present nor need the consumer hope to see a material lowering in the price of flour because of it.

THE PASSING OF THE SACK

Cause and effect are often hard to distinguish. In our Western states grain has been handled in sacks altogether. There are no elevators in the West, or were none until very recently. Whether the use of sacks is responsible for there being no elevators or whether it is the effect, is impossible to say. Now, however, the shippers on the Pacific Coast are tired of the handicap that has been imposed upon them, and in several places steps are being taken to handle grain in bulk in the future. Bulk handling is economical of time, space, and labor; it is a wonder our live Western brothers have so long delayed these changes.

MORE WHEAT

King George of England has appealed to the farmers of that country to plant more wheat. If every arable acre in England were planted, a physical impossibility on account of scarcity of labor and horses, the United Kingdom would still cry abroad for breadstuffs. Echoing that cry, the millers of this country have appealed for greater wheat acreage, as the promise is rosy for a more insistent demand next year for wheat and flour than there has been since the war started. There is still time to plant fall wheat in Europe should the war cease at once. There is little prospect of that. And even though it should, disarmament will be a slower process than mobilization, and when the great armies have returned to their usual avocations

there will be found many gaps in the working force of the nations, many empty stables, a scarcity of seed, and a period of want and suffering in many communities. Our large mills have done capacity grinding since the war started and there is no immediate prospect of lighter demand for their products, and should the war continue over the spring planting our greatest possible output would not supply the thin hands stretched out to us.

REPORT LEAKING GRAIN CARS

On page 206 of this issue, and on a corresponding page in each subsequent issue of the "American Grain Trade," will be found a blank form for reporting leaking cars which have passed your station. If every shipper would make a practice of reporting such cars, many claims for loss in transit, which are now rejected, would be paid by the railroads. A car arrives at destination in good condition. There is a loss of grain. The shipper has no evidence of leak, but in many such cases the car was repaired in transit after the leak was discovered, and no report made of repairs. In the meantime much grain may have been lost.

If the shipper can bring evidence that his car was leaking at some point in its journey, such evidence as these reports will give, in almost every case the claim would be paid without delay. We must co-operate on this; you report the other fellow's car and perhaps he will at some time report a car of yours. Never let a leaking car pass your station without noting the letters, car number, location and extent of leak, and sending same to us on the prepared blank.

You might send it to the secretary of your association but by sending it to us, the secretaries of all associations can get and use it as we shall print each month all reports sent in. Whenever one of these blanks is sent in we will return a post card blank so that the sender will be under no further expense in furnishing these reports. The first one will merely indicate your willingness to co-operate.

THE CANAL AND THE GRAIN TRADE

The Panama Canal was formally opened on August 15 to merchant ships of all nations, and already we are beginning to see something of what the waterway will eventually mean, although the diminished world commerce of the past month has given no comparative figures by which the canal trade of the future can be judged. The Western grain states have already sent considerable grain bound for Europe through the canal at a material saving. From San Francisco to Plymouth, England, the distance by the Straits of Magellan is 13,495 miles, by Cape Horn, used by sailing vessels, 15,030 miles, and by Panama 7,777 miles. The saving in distance from Atlantic and Gulf ports to the West coast is even more impressive. From New York to San Francisco by Magellan is 13,135 miles, by Panama 5,262 miles. New York to Valparaiso is 8,380 and 4,633 miles respectively by the two routes, and to Honolulu 13,312 and 6,702 miles. From New York to Shanghai by the Cape of Good Hope is 14,427 miles, by Suez 12,384 miles, by Panama 10,645 miles; and from New York to Yokohama by

Good Hope 15,099, by Suez 13,079, by Panama 9,677 miles. While the estimation for time in which the canal will pay will have to be revised materially on account of the war, American exporters will continue to derive the expected benefit and we can look confidently to the future to vindicate the great expenditure.

DUTY NO BAR TO AMERICAN WHEAT

The shortage of the Canadian wheat crop and the big demand by mills in that country, partly on account of the 1,000,000 bags of flour presented to England by the Canadian Government, has had the result of importation of more American wheat to the Dominion than has crossed the border in some time. In spite of the duty of 12 cents a bushel 50,000 bushels of wheat was recently reported sold in Canada by a Detroit firm; Toronto reports the purchase of 50,000 bushels from this country; and in British Columbia duty-paid U. S. wheat is underselling Alberta grain.

The Canadian Government has requested a report on all oats held in storage in the Dominion and the supply may be requisitioned for war purposes at any time. Among the firms required to report is the Quaker Oats Company which has a considerable supply on hand at its Saskatchewan plant. It is confidently expected in some circles in Canada that the grain situation is liable at any time to government control through the Dominion Grain Commission.

THE NATIONAL CONVENTION

The Grain Dealers' National Association will hold its annual convention in Kansas City, Mo., October 12, 13, 14. Kansas City has made few promises. Kansas City does not have to. It is a city of action, not of talk, and the dealers there have shouldered the task of providing entertainment for the convention without a fear of unfavorable comparison with the splendid hospitality shown by New Orleans last year. This is a peculiar and fearful year for the trade. But extraordinary conditions of the present should not make us lose sight of the important and permanent things the Association is accomplishing and will act upon next month. Every dealer whether country shipper or grain receiver will be welcome and should make the effort to be present. Kansas City hospitality will vie with Kansas crops this year.

A GRIM JOKE

While we are in thorough sympathy with President Wilson's admonition to preserve our neutrality in spirit as well as in letter, we cannot but comment on the bitter irony displayed in the excuse of one of the principal rulers at war, when he said that his country was fighting to preserve the "civilization and culture of Western Europe." Civilization and culture! Whatever of civilization and culture may come from this war will be born of the horror of the brutishness of warfare and a consequent antipathy to armament and armies. In all ages war has been the stumbling block of civilization, setting back the progress of the world many centuries in its total effect. Culture is the offspring of Apollo, not of Mars, and the clash of arms makes it fugitive and sorrowful, seeking isola-

tion against the return of peace. If we must have excuse for this causeless war let us at least have one consistent with the possibility of truth.

THE NEXT YEAR'S CROP

Seed corn selection, county types for wheat, germinating tests and fanning are being preached in every state. Seed corn week is now almost an official season in some states and many agencies are taking up the work of procuring better seed. This is important to the grain dealer and every shipper ought to be in the thick of the campaign in his locality.

In Illinois the meetings which are being held by the Illinois Grain Dealers' Association are well attended and are awakening great interest. The corn grades are being demonstrated to the farmers and the reason for dockage explained with the result that cleaner corn will undoubtedly be delivered to some elevators this fall than they have handled before. Dirt and broken grain are the serious causes of low grade. These can be largely obviated by the careful farmer who will receive a high return for the trouble he may take.

AN UNSCIENTIFIC COMMISSION CHARGE

The change in the commission basis, contemplated by the Chicago Board of Trade, is creating a great deal of interest among all who do business with that exchange. At present the commission is figured on a bushel basis, irrespective of value. It is proposed to make the commission a percentage of the value. This would seem a logical and proper step as the relative risk varies as per value of the grain and the compensation should be on the same basis. Not infrequently the price of the grain is advanced to the shipper as soon as it is loaded. At 75 cents this requires half again as much capital for a car of corn as at 50 cents, and yet in both cases the commission for handling would be the same. We know of no other line of trade which is conducted without some recognition of the value of the service rendered. If the change is adopted a charge of one per cent of value will probably be made with the present rate as a minimum. The matter will probably come to a vote in the near future.

A CHANGE OF FRONT

Before war broke out in Europe American farmers were confronted with the problem of disposing of their wheat crop to advantage. The price dropped so low that indignation meetings were actually held in some places to find out why the farmer wasn't getting a fair price. The subject was even introduced into Congress. Before war started, rumors of rust in the spring wheat and light yields of foreign crops began to revive the price—and then came the great upturn. Since then the farmers have been saying nothing, have held their wheat and hoped for the best which, from their standpoint, is \$1.50 wheat. The position of the farmer is now quite different; he was the plaintiff before the bar of public opinion, now he is the defendant. His holdback policy has certainly helped to boost prices and every agency tending to keep high the cost of foodstuffs has been the

target for someone's wrath. Secure in his voting strength the farmer sits by and lets the storm pass. He knows that the middleman will get the greatest blame because the difference in price between producer and consumer is great and the public cannot see the value of the service that is rendered in the interim.

HARD SLEDDING FOR THE RAILROADS

The railroads of the grain states have a more than usually hard proposition this year. The winter wheat crop was known to be beyond all precedent. The traffic managers worked indefatigably to systematize the car movement so that the shipment of grain could be expedited to the fullest degree possible. The embargo at the various ports upset all the plans and thousands of cars were held against the resumption of export trade. When the ports were again opened the instant demand could not be filled in all cases and many complaints of car shortage were filed. The farmers of the country have been thoroughly schooled in the advisability of holding their wheat for better prices. As a consequence the bulk of the crop has not been moved, a very large percentage is not even threshed. If the normal movement had been started from the farms the railroad situation would be much more serious than it is, but from now on the problem of the railroads will become more difficult and the co-operation of shippers is more than ever a necessity to prevent serious car shortage.

THE FREIGHT TAX

The Government wants \$100,000,000 and proposes to get it by putting a 3 per cent tax on railway, steamship and express freights. This tax would be collected by the railroads with the freight charge and handed over to the Government each month, the amount being cleared through the agency of the inter-line agreement. This tax, for the most part, would be borne by the consumers and would provide as even a distribution as could be devised, perhaps, at this time. But a tremendous opposition has sprung up in congress on the ground of expediency, the fall elections being too near at hand to burden the country with such a tax. The freight tax would provide \$65,000,000 of the necessary amount to be raised, the balance would come from additional taxes on wine and beer.

The grain trade would be called upon to pay a large share of this freight tax, but the three per cent would be simply added to the price of the grain and it would eventually come back. This will raise the cost of living, but that is our share of the burden of war which we must bear, even though we be non-combatant.

When Dr. Duvel appears before the National Association next month to demonstrate the grading of corn according to the new grades he is liable to be asked practical questions by some of the inspectors who have tried out the grades that will be difficult to answer. Any one can grade a sample if they have time enough. What the inspectors will want to know is how to grade hundreds of samples correctly in the short space of 24 hours.

EDITORIAL MENTION

Somebody is always kicking. If the grain crops bring a good price, along comes a fellow who complains of the cost of feed.

"Moratoriums are not good to eat," says Our Boy Solomon of Toledo. One can look a long time and fail to find a better definition.

A German cruiser sank a British ship loaded with Argentine corn, destined for Germany by way of Rotterdam. Question: How old is Ann?

There are a few reservists in this country we could spare without undue grief: The Hessian fly; the English sparrow; the French farce; and the Vienna schnitzel.

They have raised the average of corn per acre in the Philippines from 5.3 to 7.3 bushels. It is evidently easier to pick bread fruit in the islands than to grow grain.

Out of 144 lightning losses reported in Indiana during the first six months of this year only three were on rodged buildings. Plain figures won't convince some people.

British warships continue to divert cargoes billed to neutral ports. These, with the many vessels loaded for England, have kept the larder of the United Kingdom well supplied. Mother Hubbard has not moved to Britain yet.

It is estimated that the grain and hay crop this year will bring \$4,343,350,000 to the farmers, the largest returns they have ever received. The profit is new wealth which will be paid for largely by Europe.

Illinois is planning to have a moving picture exhibit at the San Francisco fair showing our different industries. A movie of growing corn during a dry spell would be about as exciting as some of the censored films we see.

Durum wheat continues in popularity although the exports this year fall off nearly four million bushels. It has commanded a premium of one to four cents over the same grades of northern much of the time during the last two years.

Before a farmer will state how many bushels of grain to the acre he raised, he will find out if you are the adjuster for the railroad settling for the burned tract, or the income tax collector. His reply will be 50 or 15 as the case warrants.

The grain dealers of Kansas are being investigated by the attorney general. Charges have been made that grain buyers are in combination in restraint of trade. Oh well, the attorney general's assistants have to earn their salt some way.

The Alton road has sent out minute instructions to its agents as to cooping cars. Proper cooping before loading saves money for the road. Money is also saved by repairing a leaking car in transit without reporting, and then marking the car "Received in good condition."

In this case the shipper loses. Use the blank on page 206 and fix the loss where it belongs.

The contribution of 1,000,000 sacks of flour from Canada, 500,000 bushels of oats from Alberta, and 4,000,000 pounds of cheese from Quebec, pales to insignificance compared to the little regiment of volunteers who are giving all they have to England.

Over a million acres were planted to alfalfa in Kansas this year, the value of the crop being about \$37,000,000 or \$37 per acre, the clear profit over a series of years being greater than for any other crop. Alfalfa will eventually solve the meat problem in this country.

The French Government is reported to have bought \$2,000,000 worth of corn and wheat which it will sell at cost in any community where prices of cereals are excessive. This will have a moderating effect on prices even though not a bushel of the grain is used.

The St. Paul Grain Exchange Association came into corporate life on September 4, as a protest, by the incorporators, of the manner in which the Minneapolis Chamber of Commerce conducts its business. We will now have a demonstration of the proper way to run an exchange.

The importance of the grain elevators at Port Arthur, Fort William and Montreal, as factors in the war situation, is shown by the constant care with which they are guarded by the militia. A volunteer civilian organization is now in training at the twin ports to take up the guard should the militia be withdrawn.

The *Black Log* contributes the valuable information that from a bushel of corn a distiller gets four gallons of whisky which retails at \$16. The government gets \$3.60, the farmer who raises the corn gets 40 cents, the railroad gets \$1, the manufacturer gets \$4, the retailer gets \$7, and the customer gets drunk.

About once a week some new elevator is announced which will be the "largest in the world." Capacity of these houses varies usually from one to three million bushels. It is getting so that entries in the championship states will have to show 5,000,000 bushels at least before they are even allowed on the race track.

We shall try to preserve a strict neutrality toward the nations at war, but what we would really like to do would be to tie Kaiser George, King Nicholas and Czar William together in a grain sack and let them settle it between them. We nominate the winner as the stand-pat candidate for the presidency of Europe.

The grain trade of Chicago lost one of its most picturesque figures and this journal one of its oldest contributors in the passing away recently of Julian Kune. During the past few years he devoted most of his time to writing. Although over 80 years of age, Mr. Kune's keen mental faculties remained unimpaired up to the very end and his wide experience as a former prominent member of the Chicago Board of Trade enabled him to prepare practical articles

of great interest to the trade. A Hungarian, by birth, an American by choice and a gentleman by instinct and training, his loss will be greatly regretted by his many friends in Chicago and elsewhere.

Ford County, Kan., with 270,000 acres is said to have lost over half a million bushels of wheat from lack of harvest help. By proportionate estimates the crops of Europe have been overestimated for the yield was generally figured before the workers left the fields to go to war.

Because of the number of refugees of all nations now in Switzerland, it is reported that all of the belligerent nations have declared their intention to allow foodstuffs to enter the country unmolested. Switzerland resembles an overcrowded combination hospital and hotel and will require a great excess over the normal 500,000 tons of grain consumed.

Switzerland has bought considerable wheat in this country and will buy more if that arrives safely at destination. Italy needs a large supply but hasn't been able to get it yet, and Holland is reported as being in sore straits for want of breadstuffs, for England has put an embargo on the ports, as they are possible avenues for German trade. Being a non-combatant isn't all velvet.

J. C. Mohler, secretary of the state board of agriculture for Kansas, proposes to act as middleman between the surplus producers of his state and the farmers of other states who need corn and hay. It is a great thing to have a vision of public service; nothing is accomplished without a vision first. But in so complicated and practical a thing as marketing crops something besides vision is essential. The machinery for handling produce between producer and consumer is not a mere signing of a check and taking the article home—weights and grades have to be ascertained, the cars properly routed, exchange settled satisfactorily and a basis arranged for settling disputes. Before he goes very far Mr. Mohler will find he has tackled a large job.

We have come through the delirium of agitation for a merchant marine without serious harm. This happy state was extremely doubtful when we first felt the effect of the withdrawal of foreign ships from commerce and the extent of our dependence upon them. A spasm of "Ships at any cost" seemed to seize the nation, and if some of the proposed plans had been adopted the cost would have been great indeed. Fortunately the ocean freight business is approaching normal and we can now take plenty of time to think what we are doing. So far we have admitted American owned vessels of any age to American registry. This admits of a considerable start toward a fleet, as many ships sailing under foreign flags were owned by Americans, but were not registered here as the restrictions and disadvantages are so great as to prohibit competition by American vessels. The next step is to enact navigation laws which will make it possible to operate the ships economically. Without such laws all the ships in the world are useless.

D. G. STEWART
PittsburghNEWS OF THE
TERMINAL MARKETSLOUIS MUELLER
Peoria

AMEND HAY GRADING RULES

The Grain and Hay Exchange of the Cincinnati Chamber of Commerce, Cincinnati, Ohio, has recommended amendments to the rules of the Exchange providing for the grading of hay in conformity with rules adopted by the National Hay Association.

GRAIN EXCHANGE CLOSED

The San Francisco Grain Exchange, San Francisco, Cal., suspended its sessions during August, for the first time since the Civil War. It was given for the reason of closing, that the variance between prices asked and bid was so wide that it was practically impossible to carry on business.

EXPORT BUREAU AT BUFFALO

It is announced that an export bureau will be established at Buffalo, N. Y., in connection with the Chamber of Commerce. Its purpose will be principally to promote the growth of trade with South American countries and as flour is one of the commodities most wanted the bureau should be able to encourage much larger shipments of flour to those countries needing it.

NEW OFFICERS FOR PORTLAND EXCHANGE

With the organization of the Merchants' Exchange Association of Portland, Ore., the members plan to make the Portland market one of the most important in the country. The new officers are: President, D. A. Patullo of Balfour, Guthrie & Co.; vice-president, August Berg; secretary, Abe Cohn, of the Northern Grain & Warehouse Company. Daily sessions of the grain trade are held from 11:30 a. m. to 12 m.

NOT EXACTLY HAY, BUT THEN—

The Carlisle Commission Company, well known wholesale hay and grain commission firm of Kansas City, Mo., says in recent market letter:

"It is evident that the European plan of running a continent is behind the times. Think of what life would be in our United States if our states had to arm and drill and carry arms against another. The European mind must learn the lesson the great Civil War taught us—the lesson of a continental and contented family, made up of individuals, actively competitive, but submissive to such limitations of individual action as the integrity and prosperity of the family require."

FOREIGN AGENTS BUSY

"The tremendous advances that have taken place in all grains can be attributed directly as a result of the enormous demand for our cereals by foreign governments, whose representatives are now here directing the purchase of supplies," say L. W. Forbell & Co., of New York City.

"Sales of oats for export have been of large volume, both for spot and forward delivery. Should this demand continue it will require a larger primary movement to keep pace with the absorption of supplies, otherwise it will not be long before the visible supply will be drawn upon to a material extent. Export clearances will soon reflect previous sales and with the exception of Chicago there is no accumulation of stocks. The future course of prices will be governed by the volume of export business, as domestic influences carry very little weight under existing conditions.

"Renewed foreign demand on a large scale and easier facilities for the exporting of wheat have

been the principal factors in bringing about a sensational advance. Should the European war be continued for an indefinite period it is reasonable to assume that enormous quantities of our wheat will be necessary for foreign consumption at greatly increased prices. We expect that within a short time there will be active trading in cash wheat in the New York market, with prices on a parity with the Western markets."

DEATH TAKES WILLIAM S. WARREN

William S. Warren, former president of the Chicago Board of Trade, and a member of the well-known grain commission firm of Hulburt, Warren



THE LATE WILLIAM S. WARREN

& Chandler, passed away on Thursday morning, August 20, at his suburban home at Hinsdale, Ill. Mr. Warren was a splendid character, and his chief interest in life, aside from his devotion to his family, was the welfare of the Chicago Board of Trade. He was noted for his reform in board rules and his war on bucket shops was so vigorously executed that they were practically driven out of business.

Mr. Warren was born of Revolutionary stock, in Kalamazoo, Mich., May 21, 1853. He received his education in Davenport, Iowa, and settled in Chicago when he was 16 years old. He became a member of the Chicago Board of Trade in 1874 and had remained active in business until a year ago, when he was taken ill with Bright's disease. He was elected president of the Board of Trade in 1900 and served in that capacity three years. No president since Mr. Warren's regime, and only two presidents since its organization have served similar terms. He was a member of the Union League and Commercial clubs. A widow and three children survive him.

As a mark of respect to the memory of Mr. Warren, the Chicago Board of Trade adjourned at 11:45 a. m. on Saturday, August 22, and adopted the following resolutions:

Whereas, it has pleased Divine Providence to remove from our midst by death our fellow member and former President, William S. Warren; therefore, be it Resolved, that the Board of Trade of the City of

Chicago has in the death of William S. Warren lost a member who as a director and president covering a period of years was at all times a faithful, efficient and upright officer; as a citizen, his record was one of honor and integrity.

Resolved, that we, the directors of the Board of Trade of the City of Chicago, express on behalf of the association to the family of the deceased our sorrow, our deep regret and our sincere sympathy for them in the great loss they have sustained.

NO INCREASE IN WHEAT VISIBLE

"The United States wheat visible of 30,000,000 has failed to increase during five weeks of a drastically record wheat movement," say E. W. Wagner & Co., Chicago, in their letter of September 12. "Mills are hoarding wheat. The United States may ship 80,000,000 wheat and flour abroad July 1 to October 1—of this about 65,000,000 would be new wheat, leaving a presumable surplus of 175,000,000 October 1. Milling for past four weeks has been about heaviest ever known at 30 per cent above recent fall averages.

"England has recovered from her fears of a short bread supply and will buy only on wheat slumps. War trend has apparently changed. Austria is the key to war duration. If she collapses the war will be a 30-day affair. Russia will evidently seed a normal fall acreage. Reduction of French autumn acreage promises to be below expectation. Fall acreages of Germany, Austria and Hungary depend on future fighting."

GRIER'S MARKET OPINION

T. A. Grier & Co., of Peoria, say in their September letter:

"Great strength and activity in wheat, with continuous large clearances and an excellent demand for cash wheat and flour. The range of prices, everything considered, does not seem to us unnecessarily high. It looks as if North America was about the only source Europe could look to during the next few months for supplies in any volume of wheat and flour. Chicago reports brisk demand for cash wheat both for export and homes uses, with both 2 Red and 2 Hard bringing a premium of 2 to 3 cents over September option, indicating that with all the lively fluctuations in wheat futures recently and the steady advances, the cash article has followed closely.

"We are inclined to think that from now on, corn will attract as much if not more attention than the other cereals. It is the period for cleaning up the old crop and this has been in active progress for the past few weeks. High prices have prevailed in all the primary markets. It is reasonable to suppose that we shall not have any too much old corn to take care of the large industrial and shipping demand. New corn will not be available for two to two and a half months yet. With the prospect of another short crop facing us, with light supplies of old corn in sight and on the farm, with high priced wheat and oats and both going abroad daily; it is a time for caution when one feels disposed to discount corn values. A temporary dullness in 80 cent cash corn after a free movement is only natural, but it is not likely to long continue, and it is not a good reason for getting skeptical about new crop values.

"Oats has continued its activity, being only temporarily stopped in its upward course by September liquidation. With this out of the way December and May futures are exciting renewed interest. Export purchases have been resumed this week and we see

no reason why they should not continue. Oats have had an advance in 30 days of 13 cents per bushel. These figures seem large, but they appear to be justified by the situation. The oats are excellent in quality; the crop is no larger than last year; we carried over no old oats; the visible supply is considerably less than a year ago; we are facing another small crop of corn; we are meeting with an urgent foreign demand, under conditions furnishing us no comparison with previous years. Oats trading, both cash and futures, promises to be full of interest for some time to come."

HOW MUCH WHEAT WILL EUROPE NEED?

Commenting on the needs of Europe C. A. King & Co., of Toledo, say:

"Germany lives mostly on rye bread and potatoes. She produces enough rye and potatoes for her own wants. Her chief problem is getting farm labor. Her wheat crop is large and about harvested. She may need 80 or 90 millions but can go several months on her own crop and present stocks. United Kingdom is by far the most dependent on other nations. She fortunately has a big navy to insure her bread supply. She usually imports about 230 millions. She raises only 60 millions which is only ten weeks' supply. France is seldom a large importer but has a small crop and may need 70 millions. Austria-Hungary usually imports very little but may need 40 millions as her crop is short. Russian crop is small but she always has a surplus. Germany has her bottled up in the Baltic Sea but she ships mostly through the Black Sea. Danube has very little surplus this season."

CHANGES IN MEMBERSHIP

Commenting on the needs of Europe, C. A. King & Co. of Toledo say:

Cincinnati.—New members admitted to the Chamber of Commerce are: C. H. Wiseman, James E. Groff, Mt. Healthy, Ohio; August J. Knapp, transferred from Jas. A. Vine, Bernhard M. Thomas, Higginsport, Ohio, and W. C. Williamson, transferred from A. J. DeCamp, C. H. DeVine and John Marksberry.

Duluth.—Five new members have been elected to the Board of Trade. They are: M. C. Rheinberger, John McLeod, A. B. Starkey, W. W. Blucher, H. C. Hobson and the withdrawals are H. R. Lyon, C. W. Peterson, B. F. Stone and M. H. Woodward.

Kansas City.—Theodore E. Cunningham was admitted to membership on transfer from J. D. Seitz.

Milwaukee.—New members admitted to the Chamber of Commerce are: James L. Crittenden, J. H. Puelicher, Harry N. Wilson. The transferred members are Estate of T. L. Mitchell, dec'd., and James K. Hisley. Four deaths of members occurred during the past month. R. B. Wentworth died August 9; Chas. P. Jones, August 11; Geo. H. D. Johnson, August 22; B. G. Ellsworth, September 1.

San Francisco.—John Westrope was the only new member admitted to the Grain Trade Association during August.

St. Louis.—Four new members were admitted to the Merchants' Exchange. They are: Wm. B. Lathrop, Kansas City, Mo.; Edward A. James, Chicago, Ill.; Geo. F. R. Wittich, St. Louis, Mo., and G. Breau Ballard, Louisville, Ky. The following memberships were transferred: G. H. Walker, Mason Gregg, J. H. Roever, Charles T. Ballard.

TERMINAL NOTES

R. T. Ward, recently of Lima, Ohio, has engaged with the Globe Elevator Company of Buffalo, N. Y.

Edwin G. Stevenson, well known on 'Change and the Chicago Board of Trade, returned recently from a vacation spent at points on the Pacific Coast.

The W. M. Crosby Flour & Grain Company of Birmingham, Ala., have moved their offices and flour business to their elevators and warehouse on Avenue H and 15th Street.

The Moore-Lawless Grain Company of Kansas City, Mo., in a blotter post card show the new Union Passenger Terminal at Kansas City. The post card also calls attention to the "quality service"

for which the Moore-Lawless firm is noted among very many Kansas and Southwestern shippers.

Walter Fitch & Co., of Chicago, have opened a branch office in Watseka, Ill., which will be in charge of Finley Baker.

Ware & Leland of Chicago have taken over the grain brokerage business of Longnecker & Flanagan of Sioux City, Iowa.

Henry Rang & Co. of Chicago, have incorporated with a capital stock of \$100,000. The incorporators are Henry Rang, Waldo F. Tobey and E. M. Larson.

W. A. Johnson, representative at Minneapolis, Minn., of the Standard Grain Company of Duluth, Minn., has been elected vice-president of that company.

E. W. Wagner, grain merchant on the Chicago Board of Trade, is at the head of a committee which has collected quite a sum of money for the Red Cross Society in Germany.

The Central Grain & Seed Company, Indianapolis, Ind., has been incorporated with a capital stock of \$25,000. The directors include Earl H. Reynolds, L. G. Kerr and H. P. Doolittle.

James A. Connor, formerly of Connor Bros. & Co. of St. Louis, Mo., recently returned to that city from San Antonio, Texas, and it is reported he will re-engage in the grain business.

Offices have been opened at Duluth, Minn., by the following Minneapolis firms: Lamb-McGregor Company, the Tenney Company, the Kellogg Commission Company and the Atlantic Elevator Company.

H. H. Newell, manager for the Rogers Grain Company of Chicago, Ill., spent the latter part of August in New York and Boston and other Eastern points. The trip was one of both business and pleasure.

Edward Higgins, a former well known grain man on the Chicago Board of Trade, recently returned to Chicago from his estate in Wales where he spent the summer with Mrs. Higgins and a party of friends.

Articles of incorporation have been filed by the Shanahan Grain Company of Buffalo, N. Y. The capital stock is \$15,000 and the directors are John D. Shanahan, Walter W. Wilkins and Fritz Fernow.

The D. H. Owen Company of Youngstown, Ohio, has been incorporated with a capital stock of \$15,000 to engage in the grain brokerage business. The incorporators are: D. H. Owen, E. J. Holway, C. P. Fitch and Mabel R. Owen.

The annual meeting of the Winnipeg Grain Exchange, Winnipeg, Man., was held Sept. 9. Officers for the coming year were nominated as follows: President, S. T. Smith; vice-president, W. E. Milner; secretary-treasurer, C. N. Bell.

James A. Patten, grain merchant, arrived in Chicago the latter part of August with Mrs. Patten after an extended trip abroad. They were practically caught in the war zone and suffered no little trouble and inconvenience in getting to and aboard ship for home.

Eugene S. McClure, a grain broker of Peoria, Ill., recently filed a voluntary petition in bankruptcy. His liabilities were scheduled at \$9,200.85, consisting entirely of unsecured claims. His assets were placed at \$265, made up almost wholly of household furniture.

E. H. Beer, representing Chas. England & Co., of Baltimore, Md., at the meeting of grain dealers at Saginaw, Mich., said: "Business has been unsatisfactory for some time but is now starting to pick up. Shipped over 2,000,000 bushels of grain out of Baltimore in August."

An involuntary petition in bankruptcy was filed late in August against the B. A. Lockwood Grain Company of Des Moines, Iowa. Assets were given at \$350,000 and liabilities at \$250,000. The cause of the financial trouble was stated to be contraction of credits due to the European war and inability to get cars to handle their grain. The company was one of the oldest and most favorably known grain firms in the state of Iowa. They operated a line of fourteen grain elevators in Central Iowa besides owing the Shannon-Mott Milling Company, which is said to be in no way affected by the suit and will continue to be operated as usual.

RECEIPTS AND SHIPMENTS

The following reports are made direct to the "American Grain Trade" from the leading terminal markets, covering the August, 1914, receipts of grain, hay and seeds:

BALTIMORE.—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	2,770,153	4,712,632	2,392,599	4,672,546
Corn, bus.....	247,861	210,036	14,305	10,120
Oats, bus.....	809,256	576,262	27,705	.....
Barley, bus.....	1,978	3,000	.....	.....
Rye, bus.....	55,192	112,431	.....	.....
Hay, tons.....	5,027	3,416	952	522
Flour, bbls.....	141,338	203,903	74,171	44,234

BUFFALO.—Reported by the secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	6,663,531	7,433,071	.....	.....
Corn, bus.....	1,724,664	2,477,400	.....	.....
Oats, bus.....	672,866	1,273,800	.....	.....
Barley, bus.....	164,274	719,150	.....	.....
Rye, bus.....	105,537	164,340	.....	.....
Flour, bbls.....	1,177,667	1,453,315	.....	.....

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	17,721,000	14,445,000	16,295,000	9,242,000
Corn, bus.....	9,925,000	4,291,000	6,132,000	5,421,000
Oats, bus.....	23,729,000	13,896,000	12,229,000	8,182,000
Barley, bus.....	851,000	1,188,000	346,000	299,000
Rye, bus.....	285,000	250,000	58,000	50,000
Timothy seed, lbs.	4,914,000	3,601,000	2,056,000	1,774,000
Clover seed, lbs.	1,180,000	40,000	264,000	65,000
Oth. grass sd., lbs.	3,178,000	767,000	2,127,000	851,000
Flax seed, bus....	29,000	240,000	4,000	3,000
Broom corn, lbs...	1,352,000	1,167,000	815,000	2,068,000
Hay, tons.....	17,231	14,353	2,469	1,178
Flour, bbls.....	801,000	926,000	680,000	689,000

CINCINNATI.—Reported by W. C. Culkins, supt. of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	464,888	493,523	306,015	461,930
Corn, bus.....	661,180	601,168	395,225	273,211
Oats, bus.....	1,076,122	939,932	675,569	499,012
Barley, bus.....	1,909	25,973	3,515	28
Rye, bus.....	62,619	88,776	33,684	22,942
Timothy seed, lbs.	9,104	3,821	6,157	4,093
Clover seed, lbs...	2,922	713	3,885	874
Oth. grass sd., lbs.	11,563	10,609	11,702	5,497
Flax seed, bus....	37	57	23	.....
Broom corn, lbs...	23,217	59,212	31,969	43,049
Hay, tons.....	21,739	12,228	12,203	7,437
Flour, bbls.....	165,359	121,616	118,353	76,101

CLEVELAND.—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	136,743	.....	72,021	.....
Corn, bus.....	148,651	.....	61,573	.....
Oats, bus.....	800,745	.....	126,363	.....
Barley, bus.....	1,250	.....	6,468	.....
Rye and other cereals, bus.....	735	.....	13,400	.....
Hay, tons.....	3,825	.....	33	.....
Flour, bbls.....	69,057	.....	12,415	.....

DULUTH.—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	2,136,993	1,319,614	1,737,400	3,438,334
Corn, bus.....	.....	2,694	.....	10,848
Oats, bus.....	113,828	833,484	92,029	1,436,802
Barley, bus.....	604,744	820,262	129,791	455,441
Rye, bus.....	195,282	318,219	218,460	257,133
Flax seed, bus....	92,051	586,157	471,293	1,329,364
Flour, bbls.....	.....	.....	.....	.....
Flour, bbls, prod.	129,355	101,785	.....	.....

*Receipts and shipments not yet available.

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	7,045,000	11,626,800	1,760,400	7,479,600
Corn, bus.....	1,486,250	961,250	807,500	577,500
Oats, bus.....	18,275,000	992,800	927,900	525,300
Barley, bus.....	57,400	5,600	.....	5,600
Rye, bus.....	84,700	24,200	56,100	12,100
Kafir, bus.....	11,000	1,100	101,200	5,000
Bran, tons.....	800	2,800	8,520	11,440
Flax seed, bus....	14,000	8,000	4,000	10,000
Hay, tons.....	37,680	36,468	6,852	8,136
Flour, bbls.....	11,000	27,500	230,000	186,000

MILWAUKEE.—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	1,558,200	640,550	701,572	351,900
Corn, bus.....	2,082,075	292,640	1,100,536	204,810
Oats, bus.....	3,893,100	1,254,300	2,137,662	786,650
Barley, bus.....	763,140	435,700	187,927	106,406
Rye, bus.....	181,600	163,900	75,037	27,500
Timothy seed, lbs.	193,755	60,000	360,000	489,640
Clover seed, lbs...	239,300	30,000	330,000	68,277
Flax seed, bus....	15,730	10,800	.....	.....
Hay, tons.....	2,908	1,528	732	120
Flour, bbls.....	289,400	241,400	343,185	369,326

MINNEAPOLIS.—Reported by H. W. Moore, statistician of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	8,892,210	6,778,160	2,903,100	2,599,410
Corn, bus.....	581,080	407,830	488,360	182,560
Oats, bus.....	2,479,200	3,406,470	877,040	487,620
Barley, bus.....	2,299,780	2,129,920	1,355,500	1,572,100
Rye, bus.....	740,440	693,200	296,240	254,840
Flax seed, bus....	116,950	280,840	6,330	53,890
Hay, tons.....	3,520	2,310	180	80
Flour, bbls.....	67,140	68,513	1,776,902	1,609,515

PHILADELPHIA.—Reported by A. B. Clemenmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	2,132,476	1,834,614	843,721	1,595,698
Corn, bus.....	217,803	116,880	.....	.....
Oats, bus.....	783,432	527,484	.....	.....
Barley, bus.....	2,000	.....	.....	.....
Rye, bus.....	4,000	4,000	.....	.....
Timothy seed, bgs.	500	.....	.....	.....
Clover seed, bags	600	300	.....	.....
Flax seed, bus....	60,200	29,007	.....	34,045
Hay, tons.....	6,875	5,461	.....	.....
Flour, bbls.....	145,822	159,734	54,216	90,264

OMAHA.—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	1,978,800	3,718,400	1,798,360	2,886,000
Corn, bus.....	1,942,800	2,547,600	2,116,100	2,103,200
Oats, bus.....	1,864,900	2,531,300	1,215,000	1,008,000
Barley, bus.....	4,200	59,400	.....	4,000
Rye, bus.....	48,400	1,400	34,000	41,000

NEW YORK CITY.—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	2,320,400	.....	1,210,645	.....
Corn, bus.....	1,106,500	.....	49,509	.....
Oats, bus.....	2,397,500	.....	561,187	.....
Barley, bus.....	64,550	.....	10,000	.....
Rye, bus.....	32,500	.....	18,530	.....
Timothy seed, lbs.	3,801	.....	475	.....

Clover seed, lbs...	40,300	.....	650	.....
Flax seed, bus...	26,287	.....	.....	.....
Hay, tons.....	851,223	.....	113,289	.....
Flour, bbls.....	.....	.....	299,881	.....

*Bags. †Bales.
SAN FRANCISCO.—Wm. B. Downes, statistician of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, cts.....	312,845	.....	68	.....
Corn, cts.....	5,725	.....	5,214	.....
Oats, cts.....	45,780	.....	15	.....
Barley, cts.....	1,152,112	.....	1,131,573	.....
Rye, cts.....	600	.....	.....	.....
Hay, tons.....	20,827	.....	1,630	.....
Flour, bbls.....	146,991	.....	44,483	.....

ST. LOUIS.—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	4,243,857	4,353,633	3,218,050	2,870,160
Corn, bus.....	1,559,800	1,520,050	1,018,790	663,270
Oats, bus.....	2,437,850	2,979,300	2,303,180	1,562,335
Barley, bus.....	57,750	35,320	11,060	8,160
Rye, bus.....	91,500	113,740	53,470	87,840
Flax seed, bus...	1,200	10,070	.....	.....
Hay, tons.....	31,730	20,960	17,120	10,115
Flour, bbls.....	577,520	301,045	394,160	354,270

TOLEDO.—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1914.	1913.	1914.	1913.
Wheat, bus.....	775,000	1,165,000	164,300	169,900
Corn, bus.....	243,600	182,400	62,300	61,100
Oats, bus.....	1,347,200	1,539,000	483,200	528,700
Barley, bus.....	3,000	1,000	.....	.....
Rye, bus.....	9,000	27,000	12,600	13,400
Timothy seed, bgs.	901	2,651	.....	300
Clover seed, bags	2,725	1,014	.....	.....
Alsike, bags.....	1,964	187	.....	.....

THE UNITED STATES WAREHOUSE ACT

On September 3 Mr. Lever, chairman of the Committee on Agriculture of the House of Representatives, reported to the house the revised Warehouse Act. The report is given in full so far as it covers the provisions of the act, and we bespeak for it a careful reading:

The Committee on Agriculture, to whom was referred the bill (S. 6266) to authorize the Secretary of Agriculture to license cotton warehouses, and for other purposes, having considered the same report thereon with a recommendation that it do pass, with the following amendments:

Strike out all after the enacting clause and insert in lieu thereof the following:

That this act shall be known by the short title of "United States warehouse act."

Sec. 2. That the term "warehouse" as used in this act shall be deemed to mean every building, structure, or other protected inclosure in which any agricultural product is or may be stored or held. The term "agricultural product" wherever used in this act shall be held to include cotton, grain, and other agricultural products designated by the Secretary of Agriculture to be staple and nonperishable.

Sec. 3. That the Secretary of Agriculture is authorized to investigate the storage, warehousing, classifying, grading, weighing, and certification of agricultural products; upon application to him, to inspect warehouses or cause them to be inspected; at any time, with or without application to him, to inspect or cause to be inspected all warehouses licensed under this act; to determine whether warehouses for which licenses are applied for or have been issued under this act are suitable for the proper storage or holding of agricultural products; to classify warehouses in accordance with their location, surroundings, capacity, conditions, and other qualities, and as to the kinds of licenses issued or that may be issued to them pursuant to this act; and to prescribe the duties of the owners and operators of warehouses licensed under this act with respect to the care of and responsibility for agricultural products stored or held therein.

Sec. 4. That the Secretary of Agriculture is authorized, upon application to him by the owner or operator of a warehouse, to issue a license for the conduct of the same, subject to this act and such rules and regulations as may be made hereunder. Each license shall specify the date upon which it is to terminate, and, upon showing satisfactory to the Secretary of Agriculture, may, from time to time, be renewed or extended by a written instrument, which shall specify the date of its termination.

The owner or operator of every warehouse licensed under this act shall execute and file with the Secretary of Agriculture a good and sufficient bond to the United States, and such warehouse shall be designated as bonded. Said bond shall be in such form and amount,

shall have such surety or sureties, and shall contain such terms and conditions as the Secretary of Agriculture may require to carry out the purposes of this act. No warehouse shall be designated as bonded under this act, and no name or description conveying the impression that it is so bonded shall be used until a bond such as provided for in this section has been filed with and approved by the Secretary of Agriculture.

Any person injured by the misconduct or negligence of the principal named in the bond shall be entitled in an action upon the bond, brought in his own right and name in any court having jurisdiction of the same, to recover all losses he may have sustained.

Sec. 5. That the Secretary of Agriculture shall charge, assess, and cause to be collected a reasonable fee for every examination or inspection of a warehouse under this act when such examination or inspection is made upon application of the owner or operator of such warehouse, and a fee not exceeding \$2 per annum for each license or renewal thereof issued to the owner or operator of a warehouse under this act. All such fees shall be deposited and covered into the Treasury as miscellaneous receipts.

Sec. 6. That the Secretary of Agriculture may, upon presentation of satisfactory proof of competency, issue to any person a license to classify or grade agricultural products or specified kinds of agricultural products and to certificate the class or grade thereof, or to weigh said agricultural products and certificate the weight thereof; or to classify, grade, and weigh agricultural products or specified kinds of agricultural products and to certificate the class, grade, and weight thereof, under such rules and regulations as may be made pursuant to this act. Any such license issued under this act may be suspended or revoked whenever the Secretary of Agriculture is satisfied that the holder thereof has failed to classify, grade, or weigh agricultural products correctly or has violated any provision of this act or of the rules and regulations made thereunder, or that the license has been used for any improper purpose whatsoever: Provided, That no such licensed person shall inspect or grade grain or shall certify, or otherwise indicate in writing, the grade of any grain which has been inspected or graded by him unless and until he has been duly authorized or employed by state, county, city, town, board of trade, chamber of commerce, corporation, society, or association to inspect and grade grain: Provided further, That in states which have state grain inspection established by law the Secretary of Agriculture may, in his discretion, issue licenses to persons duly authorized and employed to inspect grain under the laws of such state at the time this act goes into effect.

Sec. 7. That the owner or operator of every licensed warehouse shall receive for storage, without any discrimination between persons, any agricultural products tendered to him in a suitable condition for warehousing in the usual manner in the ordinary and usual course of business: Provided, That grain or flaxseed so received shall be graded and inspected by an inspector duly licensed under this act and shall be stored with grain or flaxseed of a similar grade; and in no case, in a warehouse licensed under this act, shall grain or flaxseed of different grades be mixed together while in store. No owner or operator of a warehouse duly licensed under this act shall sell or otherwise dispose of, or deliver out of store, any such agricultural product without the express authority of its owner and the return of the storage receipt. For all agricultural products stored or held by a warehouse licensed under this act, original receipts, serially numbered, shall be issued by the owner or operator thereof, signed by himself or by his duly authorized agent. No such receipt shall be issued except for agricultural products actually stored or held in the warehouse at the time of the issuance thereof. No duplicate of an original receipt shall be issued unless the same be plainly and conspicuously marked "duplicate" upon the face thereof. While an original receipt or any duplicate thereof issued under this act is outstanding or uncanceled by the owner or operator of the warehouse issuing the same no other or further receipt shall be issued for the agricultural product, except that, in the case of lost or destroyed receipts, new receipts may be issued upon the giving of satisfactory security in compliance with the rules and regulations made pursuant to this act. Any receipt issued in lieu of an original shall be upon the same terms and subject to such conditions as are prescribed by this act for such original receipt. Each original receipt shall contain such terms and conditions, not inconsistent with the laws of the respective states in which issued, as the Secretary of Agriculture may require for carrying out the purposes of this act, including a true statement of the date and place of its issuance, its serial number, and the location of the warehouse in which the agricultural product is stored or held, and shall state that the agricultural product is deliverable upon the return of the receipt properly indorsed and upon payment of proper legal charges, if any be due to the owner or operator of the warehouse. Upon return of the receipt to the owner or operator of the warehouse issuing the same and upon the payment or tender of all advances and legal charges, agricultural products of the same class or grade and quantity named therein shall be delivered to the holder of such receipt within twenty-four hours after facilities for receiving the same have been provided: Provided, That in the case of cotton or other agricultural products

customarily put up in bales or packages, each original receipt shall include a description of such bales and packages by marks, numbers, or other means of identification, and the weight thereof; the owner of such original receipt shall be entitled upon presentation thereof, and the payment of accrued charges, to receive the identical bale or package described therein within twenty-four hours after facilities for receiving the same have been provided.

Sec. 8. That the owner or operator of any warehouse licensed under this Act shall keep complete and correct records of all agricultural products stored or held therein and withdrawn therefrom, of all original warehouse receipts, and duplicates of the same, issued by the owner or operator of the warehouse, and of the receipts returned to and canceled by the owner or operator thereof, shall make reports to the Secretary of Agriculture, in such form and at such times as he may require, and shall be conducted and operated in all other respects in compliance with this act and the rules and regulations made hereunder.

Sec. 9. That any warehouse receipt or certificate of the class or grade of any agricultural product issued under this act shall specify the class or grade of the agricultural product covered thereby in accordance with the official standard of the United States applicable thereto, as the same may be fixed and promulgated under authority of law: Provided, That until such official standards for any agricultural product shall have been fixed and promulgated under authority of law, such warehouse receipts or certificates of the class or grade of agricultural products may be issued in accordance with any other recognized standard, or in accordance with such rules and regulations as may be prescribed by the Secretary of Agriculture. Such receipts or certificates shall show the description or the standard in accordance with which the agricultural product has been classified or graded.

Sec. 10. That the Secretary of Agriculture is hereby authorized to cause examinations to be made of any agricultural product stored or held in any warehouse licensed under this act. Whenever, after opportunity for hearing is given to the owner or operator of such warehouse, it is determined that such owner or operator of such warehouse is not performing fully the duties imposed on him by this act and the rules and regulations made hereunder, the Secretary may publish his findings.

Sec. 11. That the Secretary of Agriculture may suspend or revoke any license issued to any owner or operator of such warehouse under this act for any violation of or failure to comply with any provision of this act or of the rules and regulations made hereunder, and any such license may be suspended or revoked, after opportunity for hearing has been afforded to the licensee concerned, upon the ground that unreasonable or exorbitant charges have been made for services rendered.

Sec. 12. That the Secretary of Agriculture from time to time may publish the results of any investigations made under section three of this act; and he shall publish the names and locations of warehouses licensed and bonded and the names and addresses of persons licensed under this act and list of all licenses terminated under this act and the causes thereof.

Sec. 13. That the Secretary of Agriculture is authorized, through officials, employees or agents of the Department of Agriculture designated by him, to examine all books, records, papers, and accounts of warehouses licensed under this act and of the owners or operators of such warehouses relating thereto.

Sec. 14. That the Secretary of Agriculture shall from time to time make such rules and regulations as he may deem necessary for the efficient execution of the provisions of this act.

Sec. 15. That every person who shall forge, alter, counterfeit, simulate, or falsely represent, or shall without proper authority use, any license issued by the Secretary of Agriculture to any owner or operator of a warehouse, or to any grader, classifier, or weigher, under this act, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall be fined not more than \$500 or imprisoned not more than six months, or both, in the discretion of the court.

Sec. 16. That the words "owner or operator" wherever used in this act shall be construed to import the plural or singular, as the case demands, and shall include individuals, associations, partnerships, and corporations.

Sec. 17. That there is hereby appropriated, out of any moneys in the Treasury not otherwise appropriated, the sum of \$100,000, available until expended, for the expenses of carrying into effect the provisions of this act, including the payment of such rent and the employment of such persons and means as the Secretary of Agriculture may deem necessary in the city of Washington and elsewhere, and he is authorized, in his discretion, to call upon qualified persons not regularly in the service of the United States for temporary assistance in carrying out the purposes of this act, and, out of the moneys appropriated by this act, to pay the salaries and expenses thereof.

The steamer *Weitchpec* of Sacramento, carrying a heavy cargo of barley, and towing a huge barge bearing thousands of sacks of grain, went aground in the Sacramento River last month.

TRADE NOTES

It is reported that business men of Muscatine, Iowa, may form a stock company to manufacture and sell the Merryfield & Fish Grain Separator.

E. P. Stimmcl, manager for the Beall Improvements Company of Decatur, Ill., has been taking an outing with the Illinois State Militia at Camp Lincoln, Springfield, with the state military band of which he is a member.

The Maroa Manufacturing Company of Maroa, Ill., manufacturers of the Boss and King Car Loaders, have just added considerable new machinery to their factory to enable them to fill orders more promptly. There has been an exceptionally good demand for their loaders during the past few months.

The Hess Warming & Ventilating Company of Chicago reports that it is running its factory to its limit to fill orders for driers, grain conditioners, etc. There has been an especially good inquiry for the new Outdoor Grain Conditioner, and this device gives promise of meeting with the same success that has been achieved by all Hess specialties and machines.

Fred D. Zimmerman, a salesman in the Northwestern offices of the Huntley Manufacturing Company of Silver Creek, N. Y., at Minneapolis, Minn., died recently of pneumonia. He was 63 years of age and a native of New York State. At one time he was engaged in milling and for a while was interested with J. B. Bassett and E. Zeidler in the Columbia Mill at Minneapolis.

The Charters, the ball team of the Charter Gas Engine Company of Sterling, Ill., and members of the Manufacturers' League of that city, is ending the season by playing excellent ball and is expected to finish at the head of the league. There is a great deal of local pride taken by the people of Sterling in their ball team and the Saturday crowds are always large. All the Sterling papers devote liberal space to this popular sport.

L. E. Taylor & Co., of Minneapolis, Minn., report a brisk business in the Englehart Flexible Spout Holder and Carloader, which they manufacture and distribute. Among recent orders received by them are 40 in Iowa; 23 in Minnesota; 14 in North and South Dakota; 6 in Illinois; 4 in Missouri; 3 in Nebraska, and 6 in other states. The names and addresses of these purchasers have been printed in a special circular for distribution among the trade.

The large and extensive plant of the Albert Dickinson Company at 35th street and California avenue, Chicago, Ill., is being augmented by the fifty steel tanks formerly comprising the principal Chicago plant of the company known as the Chicago Dock Company, at West Taylor street and the river. These tanks have been toppled over, rolled down the bank, loaded on scows and pulled down the river to the new headquarters of the firm. Owing to the enormous size of the tanks it was found necessary to cut them in two. This old site of the Albert Dickinson Company will comprise part of the new \$85,000,000 railroad terminal to be built west of Chicago river during the next three years.

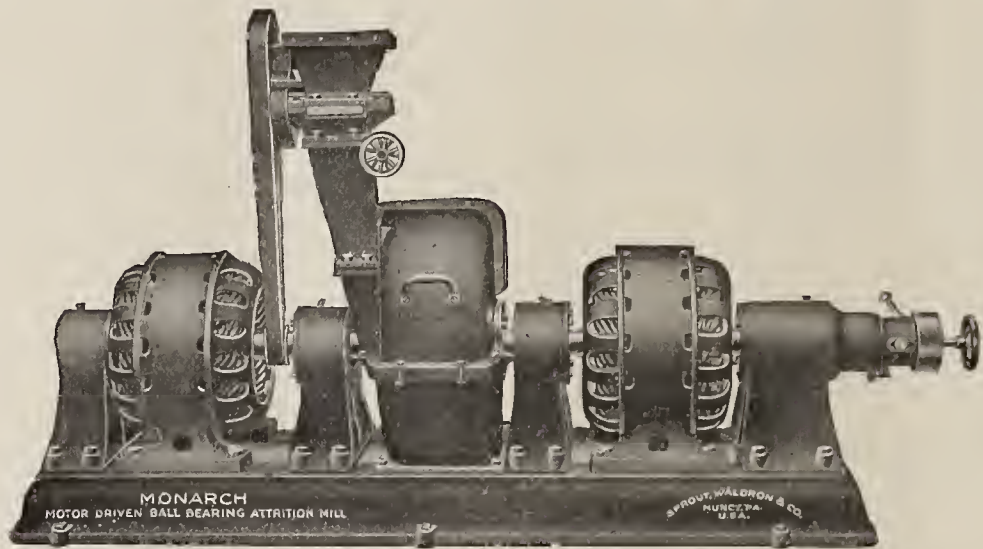
Any one desiring to see Spanish "at a glance" should write to the Joseph Dixon Crucible Company of Jersey City, N. J., for a copy of their recently published booklet, "Useful Spanish Words and Phrases." The booklet is designed more especially for those contemplating visiting Spanish-American countries and there is useful information about Havana such as hotels, hack fares, money exchange, etc. The well known publication *Graphite*, issued monthly by the Joseph Dixon Crucible Company, is put out in the interests of Dixon's graphite products, and for the purpose of establishing a better understanding in regard to the different forms of graphite and their respective uses. Any grain dealer, who so

desires, will be placed on the list for this publication and receive it monthly.

The latest of the Monarch Ball-Bearing Attrition Mills, manufactured by Sprout, Waldron & Company of Muncy, Pa., are shown in the new catalog, section D, No. 115. This catalog is the most complete of the company's productions relating to their grinding mills and is embellished with extra handsome half-tones of various types of the Monarch Ball-Bearing Attrition Mills and shows also the popular Monarch Motor-Driven Ball-Bearing Attrition Mill with roll force feed. This is said to be a matchless combination for cleanliness and efficiency. The Muncy company has copies for any and every grain dealer who will write for it.

BUILDING AN EFFICIENT ATTRITION
MILL

In these days of keen competition it is of vital importance that the cost of production be kept down and at the same time the grade of the product be kept to a certain standard. Nowhere is this more essential than in the grain business, particu-



THE MONARCH MOTOR-DRIVEN BALL-BEARING ATTRITION MILL

larly in the feed end, for all elevator owners will admit that there is a lot of waste power and lack of efficiency in some attrition mills. Sprout, Waldron & Co., of Muncy, Pa., recognized this feature when they first brought out their Monarch Attrition Mill. The exhaustive tests made by the manufacturers from time to time showed where improvement could be made, and the original machine has been modified for the past year until it today represents one of the highest types of attrition mills on the market.

The first radical improvement was the addition of ball bearings, which, the makers declare, created a saving in power of from 30 to 50 per cent. Then the mill was redesigned for electric drive. The motor-driven machine has two direct connected motors, takes up a comparatively small amount of space, does away entirely with the use of belts and transmission machinery in general, promotes cleanliness, and has all the points of excellence and superiority of the belt-driven machine.

There are numerous other points worth mentioning, including the electrical device in which, if the voltage on the line becomes too heavy or too low, the machine is shut off automatically. Also, if pieces of iron or materials harder than the machine is supposed to grind get in between the plates the plates are automatically released and allow the material to fall through. If the mill is running empty, patented springs prevent the plates from drifting together and breaking themselves up into pieces. The feed spout is provided with a mechanically perfect and ingenious device for forcing the

feed into the plates for grinding, which material may be exceptionally wet or material that will not readily feed, as for instance corn shucks. A booklet describing the mill in detail will be sent upon request by the manufacturers, Sprout, Waldron & Co., Muncy, Pa., or by George J. Noth, Western representative at 9 South Clinton street, Chicago.

SOUTHERN GRAIN CROP PLANTINGS

BY N. L. WILLETT.

The one weak link in the South's absolute prosperity is the fact that she has to pay out such inordinate and unnecessary amounts to the West for a large amount of her foods for man and beast. The cause of these purchases is her tenant system—and for the present no other system but the tenant system seems possible. The tenant, on his part, is a migratory proposition. He is liable to move on every January to another farm. He will not make long leases and will not grow crops to be used the following year. He is wedded to cotton, because it's sold when it's made, and can be sold within thirty minutes at about city prices at the nearest store. The tenant does not lay up or store up treasures on his farm. Astronomically, his orbit is a twelve-month one.

But there come times when even the tenant becomes amenable to reason. This happened a year ago. It looked as if corn, "on time" in 1914, would cost the farmer \$1.50 per bushel, and at this price no tenant could get advances with which to make a crop. The result was that Southern farmers, own-

ers and tenants put in such crops of fall oats, grains and forage as never before. The wholesale grocery trade in these goods fell off about 25 per cent this season as a result of last fall plantings.

Under the present war conditions, I believe that the same heavy plantings of grains and grasses will be as much a necessity in 1914 in the South, as obtained in 1913. It is a great pity that those magnificent legumes, crimson clovers and the vetches, five times as much of which would have been planted this fall as ever before, cannot be had, it must seem, from France, Russia and Germany.

I am sorry to say that a goodly proportion of the corn used, if other portions of the South are like this district, has been Argentine corn. At my home in Augusta, Ga., at least one hundred thousand bushels have been used as plantation horse corn feed. No matter how greedily the poor horse may have eaten the corn, personally I have never believed that this Argentine corn has been finely masticated, and digested by the horse.

To my teeth the corn seems to be entirely too hard for either mastication or digestion. When the farmer buys and pays for feed he does not wish stones—nor does the horse. If the horse can really chew and digest it, then it should be known.

I have asked the Agricultural College of the state to try this experiment: Feed a horse exclusively on it for three or four days, and then examine the ejecta, and then find out if digestion has taken place. Perhaps some readers have already made such tests. If so, I would take it as a great favor if they would send data to me.

NEWS LETTERS

[Special Correspondence.]

CLEVELAND

BY JOHN D. RARIDAN.

In the Chamber of Commerce annual report the following appears: "The weighing and inspecting of grain under the direction of the Grain and Hay Committee has been continued, 11,257 cars being weighed and inspected during the year.

"The committee was represented at the annual meeting of the Grain Dealers' National Association in New Orleans on October 14, 15 and 16. The chief grain inspector attended the meeting of the Chief Grain Inspectors' National Association in New Orleans at the same time.

"At the New Orleans Convention many subjects of vital interest to the grain trade of this country were considered, among them national inspection of grain, national supervision of grain inspection, and the establishing of standard grades of corn by the United States Department of Agriculture. United States officials appeared at the meeting and these matters were discussed at some length. The grain and hay committee, in an effort to assist in arriving at the proper corn grades, submitted the average results of moisture tests upon the cars of grain received in this market each month during the years 1911, 1912 and 1913.

"The McCumber Bill, providing for the national inspection and grading of grain, was again introduced into the United States Senate. As stated above, this matter was considered at the convention. After a thorough discussion in which officers of the Government participated, it seemed to be the consensus of opinion that the Government was not properly prepared at that time to conduct Federal inspection. Federal supervision of grain inspection was tentatively approved as a temporary measure, in the hope that it might prove entirely satisfactory, or if not, that it would at least place the Government in possession of the necessary information upon which to prepare for Federal inspection in the future if it should become necessary.

"Your Grain and Hay Committee arrived at a similar conclusion, and decided to oppose the McCumber Bill, and to encourage the introduction of a bill providing for Federal supervision of grain inspection. A resolution to that end, drafted by the committee, was approved by your board of directors and forwarded to the senators and representatives from this state and to the Secretary of Agriculture. The McCumber Bill was placed at the bottom of the Senate calendar, and has not yet been given further consideration. A bill providing for supervision of grain has been introduced.

"The grading of hay and the issuing of Chamber of Commerce hay inspection certificates was continued during the year. Eighteen hundred and ten cars of hay were weighed and inspected. The committee was represented as usual at the annual meeting of the National Hay Association in Peoria, Illinois, on June 24, 25 and 26. At the present time there is a dual inspection of hay in this market, namely, inspection by the National Hay Association and by the Cleveland Chamber of Commerce. This duplication results in added cost for the service. Members of the Grain and Hay Committee have endeavored to combine these two inspections, but without result. We believe that the amount of hay bought and sold in this market is not sufficient to justify more than one inspection, and that all of the work could readily be done by one inspection or by one inspector and his assistant. The Committee will continue their efforts to consolidate these two inspections."

The wheat yield in Union County this year is better than for many years and is of a very good quality, the test being 61 and 62 pounds per bushel. The largest yield per acre is that of Major Frank D. Henderson of 33 bushels. The rye in Union County is also of good quality and the yield is much larger than in former years. The oats crop is short.

Two firemen were injured, twelve horses were burned to death and property valued at \$50,000 was destroyed by fire which damaged the offices and warehouse of the Union Elevator Company, in Merwin Avenue, Cleveland, recently.

"Manipulation of wheat speculators is causing many of us to stop raising it," says Dr. L. K. Baker, who owns a farm near Cleveland, in discussing reports of a conspiracy between dealers and exporters to depress prices to farmers. "A dispatch recently declared that the 180,000,000 wheat crop

brings farmers 63 cents at leading elevators in Kansas while large quantities were being sold for export in Kansas City for as high as 85 cents," said Dr. Baker. "Not so wide a price range as that in Kansas is shown by Ohio quotations."

The Goemann Grain Company, which formerly had its offices in Toledo and had branches in Pittsburgh and Mansfield, has opened the main offices of the company in Mansfield. The offices in Pittsburgh and Toledo have been closed. The entire force of the company has been transferred to Mansfield. Elevators and warehouses will still be kept in those cities. The new office building of the company here has been completed and is now occupied.

Two old receipts for commissions in buying wheat, dating back to the years 1865 and 1866, were found by W. M. Morgan at Newark, O., recently, and recalled to his mind some of the early history of the grain business. Mr. Morgan is a member of the grain and wool buying firm of Tenney & Morgan. The receipts show that a commission of 5 per cent was paid one H. B. Harner for buying wheat, corn, barley and oats in Basil, O., for S. S. Bell, a grain dealer of Newark who did business in the Tenny & Morgan warehouses. It is interesting to note that Harner bought 1,160 bushels of wheat in 1865 and paid \$1.80 per bushel for it. In 1866 he bought wheat for \$2.15 per bushel, barley at \$1.10, oats at 25 cents and corn at 36 cents per bushel. The grain in question was shipped in a canal boat in the Columbus side cut of the Ohio canal and came south to Lockbourne and then turned north in the main canal to Newark, then one of the more important cities on the canal. There it was unloaded and ground or else shipped on to Cleveland and the markets in the eastern states. Inquiry shows that the grain was carried in the old canal boats with capacity of from 80 to 120 tons at a freight rate which would seem weird to a shipper of today.

[Special Correspondence.]

PITTSBURGH

BY HENRY REICH, JR.

The Interstate Commerce Commission at Washington, D. C., on August 26 ordered the hearing at Pittsburgh of the complaint of B. McCracken & Son against the Baltimore & Ohio Railroad Company. The firm of B. McCracken & Son is a large wholesale grain concern with offices in the Wabash Building, Pittsburgh. Examiner Smith will preside at the hearing which is to be held on October 6.

At East Liverpool, Ohio, on October 16, Examiner Smith will hold hearings in the complaints of the American Hay and Grain Company against the Cleveland, Cincinnati, Chicago & St. Louis, the Pennsylvania Company and others. A large attendance of grain shippers will probably be present at both of the above mentioned hearings.

Thomas P. Richey, of the firm of C. A. Foster, was admitted to membership in the Pittsburgh Grain and Hay Exchange at its last meeting, September 4.

C. G. Burson, traffic manager and superintendent of the Grain and Hay Exchange, has returned after a vacation period of several weeks spent with his family on a farm in Eastern Ohio. O. C. Alexander, assistant superintendent, who most ably attended to Mr. Burson's duties during the past fortnight, this week left for the East to take his turn at enjoying a well earned vacation.

It was with interest that the local grain shippers and traffic agents learned of the latest order of the Interstate Commerce Commission in regard to fixing the notice limit for raising railroad freight rates permitted in the so-called 5 per cent rate decision. This order gives to the roads operating in central freight association territory permission to establish on 10 days' notice the advanced rates specified in the report of the commission on July 29, with the exception of all grain rates. Railroads operating in eastern territory are to be required to give the full limit of 30 days' notice of increase in grain rates before they will be permitted to take effect.

Jacob Grossman, a grain and feed dealer of Scranton, Pa., and his daughter were drowned recently at Moosic Lake, a summer resort near Scranton. While bathing in the lake the daughter went beyond her depth and Grossman attempted her rescue but both sank before aid could reach them.

The Williams Grain and Feed Store at California, Pa., was destroyed by fire recently with a loss of \$10,000. A good stock of grain and hay in addition to a car load of flour was completely consumed.

The railroads here are now strictly enforcing the new order bill of lading clause requiring shippers and agents to note on all Bills of Lading, Manifests and Card Way Bills "Inspection Permitted." It is said that considerable inconvenience and delay is being experienced because of a failure to make this note, which had been almost disregarded heretofore.

James and Thomas McKnight, of Slippery Rock, Pa., this week purchased their third Champion threshers from the 20th Century Manufacturing Company of Boynton. The same company also sold this week two traction engines to McKnight Bros. and to Petersheim & Sons, of Pulaski, Pa., and reports that it has many orders ahead both for engines and threshers, all of which indicates that the Pennsylvania grain crop has come well up to expectations in some sections at least.

It is reported here that the English government has cornered the wheat production of Trumbull County, Ohio, by placing an order for a shipload of flour with the Richards & Evans Company, of Cortland, Ohio, who are said to have purchased every bushel of wheat that has been raised this year in that county. The entire output of the mills will be required to fill the order, according to the report.

The farm connected with the Pennsylvania Training School and Reformatory for Boys at Morgantown, Pa., is said to have produced 35 bushels of wheat to the acre on several of its wheat fields, which are cultivated by the boys under competent instructors.

[Special Correspondence.]

CINCINNATI

BY BERNARD C. BOWEN.

The Cincinnati Grain Exchange went on record on Tuesday night, September 8, at its regular meeting, in favor of the passage of the Moss Bill, which provides for the jurisdiction by the Department of Agriculture over grain, cotton and other similar warehouses, and the issuing of Government licenses for such warehouses. A motion was passed which urges that the Board of Directors of the Cincinnati Chamber of Commerce take definite action in support of the bill. The Board of Directors hold their next meeting September 15, at which time it is already assured that the Moss Bill will be approved in the name of the local grain interests.

Action on the part of the Board of Directors of the Cincinnati Chamber of Commerce is necessary due to the working arrangement of all unit associations of the Chamber, which provides that each unit association of itself cannot take definite action committing the Chamber, but such action can be recommended by each unit to the Board of Directors and their action committing the Chamber to follow.

The Grain Exchange held its regular monthly meeting last Tuesday night and decided to send a delegation of local grain dealers to the Kansas City convention October 12, 13 and 14. Incidentally, they hope to make such a strong showing at the coming convention that Cincinnati will be considered as the proper place to hold the next big gathering.

Grain dealers as a whole have optimistic reports ready at hand when queried regarding present business and its future outlook. Present level of prices has served to draw out a big volume of shipments; still some indication is reported of a holding tendency on the part of farmers for higher prices. The weakening of prices late this week, however, served somewhat to impress sellers with the feeling that the time is ripe for cashing in on present supplies.

"When wheat reached a dollar many farmers sold, being satisfied with that price," said B. W. Wasson, grain dealer. "That explains our large receipts at this time."

The Chamber of Commerce inspection reports show a decrease in local receipts in number of cars for the month of August, the number given being 197 for August, 1914, and 369 for August, 1913. Wheat also shows a falling off for the first eight months as against the same period of last year, the figures being 465,888 bushels in 1914, as against 493,523 bushels for 1913.

Paul Van Leunen & Co., when interviewed, said: "Business right now is fine. Prospects for a continuance are good."

Fitzgerald Brothers, commission grain dealers, said: "We find business good in spots, being very good or very slow according to the prices which prevail and which serve to bring shipments in or

to still further hold them up. Farmers surely cannot hold much longer for present prices are high. The outlook for continued activity in the grain market is good."

* * *

Allen & Munson, grain dealers, said: "Buying is active right now due to a rising market. Business is very good."

[Special Correspondence.]

DULUTH

BY S. J. SCHULTE.

The past has been an exciting month for grain men at the Head of the Lakes. Even after allowing for a sharp break of 5 cents in Tuesday's market, quotations range at around 13 cents a bushel above where they stood at this time last month. It has been a case of a see-saw from day to day, with the trend, however, always upward.

* * *

According to advices being received by operators here from agents over the Northwest, an increasing disposition is being shown by grain growers to hold for still higher prices. That condition has been reflected in the comparatively light marketings so far of this season's crop in view of the amount of threshing accomplished in the Northwest.

* * *

According to H. E. Emerson, superintendent of the State Grain Inspection Bureau, wheat and in fact all coarse grains now arriving at the elevators here, are badly off grade, a large proportion of it running No. 3 Northern and worse. A great deal of the stuff is badly shrunken, and there is considerable dockage. As a result of the wet weather that has prevailed over the West of late, many cars coming in are showing dampness. Commenting on the crop's quality, Mr. Emerson said yesterday that the inspection department has a vastly different proposition on its hands from last season when the bulk of the wheat ran one hard and one Northern. Despite the quality drawback and the shortage in crop, as compared a year ago, the net income of farmers is regarded as certain to be substantially larger through the high prices being realized. Consequently prosperity is felt to be assured for all interests in this northwestern tier of states.

* * *

Grain men here are starting a propaganda among the farmers in this territory having for its object the plowing of as large an acreage as possible for seeding next season. Interior elevator men are being urged to bring to the attention of farmers in their districts the desirability of getting more land under crop next year than ever before in the history of the Northwest. It is pointed out that owing to the European war, the crops in all the countries involved are certain to be short, and that America will consequently be called upon to make good the main proportion of the deficiency. The point was emphasized by a dealer today that it is now up to the grain raisers of this country to avail themselves of an opportunity such as has not been presented in a life time. Railroads operating from here through the West have joined in the campaign, and, according to reports, an influx of settlers is thought probable to take up lands that are immediately available for cultivation within the radius of their systems. The land department superintendent of one of the roads with headquarters at Duluth, estimates that it will locate 3,000 settlers this year on Northern Minnesota lands. His reports are also to the effect that the acreage plowed in Minnesota this fall will show a substantial increase.

* * *

Elevator men here are looking forward to a profitable season on the whole in view of the probability that the crop-moving period will be extended over a longer time than usual, thus conducing to the piling up of storage charges through the handling of a greater proportion of the crop after the close of navigation. It is the general impression that with a war market on, exceptional good trading opportunities will be afforded from time to time, and furthermore that with foreign governments coming into the market heavily at times, a large tonnage of grain will be moved from the Head of the Lakes through the winter months. What may happen at intervals is regarded as having been exemplified last Friday, when on bidding by traders for foreign account, quotations in all options were run up five cents during the session to the highest range in years.

* * *

All the elevators here are prepared to handle a heavy tonnage of grain this season, considerable repair work and refitting having been carried through during the last few weeks.

* * *

Buying of grain for millers' account has been the feature of the trade here of late. Foreign inquiry for flour has been liberal, and Eastern jobbers have been showing more of a disposition to contract ahead. In view of the unsettled state of the market millers, however, prefer to sell for immediate shipment only, and they are turning down bids for

deferred delivery. Said a miller yesterday: "If we wished we could book sufficient orders in a few days to keep us going for a year. We would rather, however, play safe and have just sufficient business on hand to maintain our plant in operation nicely as we go along. We had all the experience we wanted three years ago of being loaded up with orders booked away above the subsequent market level."

* * *

A. D. Thomson, of the A. D. Thomson Company, has been in Chicago for several days making a first-hand study of the market situation. His company, as the lessee of the Great Northern elevators here, found the past season's operations satisfactory on the whole.

* * *

The contractors are making good progress in rebuilding the working house at the Belt Line Elevator destroyed by fire last fall. The roof is now on and the machinery is being installed. Its owners, the Cargill Elevator Company, expect it will be ready to operate by Oct. 15.

* * *

Though vessel charterings for grain have been limited as yet, it is thought that a fair tonnage will have been booked within the next ten days. The rate to Buffalo for September loading is 1½ cents.

[Special Correspondence.]

ST. LOUIS

BY R. O. JOHNSON.

Edward C. Andrews, of the Kehlor Flour Mills Company, has been elected a director of the St. Louis Merchants' Exchange to succeed H. E. Halliday, of the Halliday Elevator Company. Mr. Halliday, who has served only half of his term, found that his business interests required most of his time, and for that reason offered his resignation.

* * *

A movement has been launched on the St. Louis Merchants' Exchange to permit trading in 1,000 bushel lots of wheat. At present the minimum sale is 5,000 bushels, but it is asserted that the high price of futures, and the wide margins demanded on trades would justify dealing in the smaller amounts. Many traders now would like to enter the market, but are prevented from doing so by wide margin requirements, and those interested in the new movement assert that new business from small speculators would be a material benefit to the market. Marshall Hall, of the W. L. Green Commission Company, and president of the Exchange, says that small lot trading may be adopted if the present high range of prices continues. There is no rule of the Exchange which would prohibit small-lot sales, he declares, and he believes that it would materially stimulate business.

* * *

Robert Imbs, secretary of the Imbs Milling Company, St. Louis and Belleville, Ill., had a novel experience when war broke out in Europe. Mr. Imbs was in London, and was arrested on suspicion of being a spy, during the mobilization of troops. He gives the following account of his experience: "At the time of the mobilization and while 10,000 soldiers were massed in a phalanx in front of the St. Georges Hall, hearing the address of the Bishop of London, I was watching the proceedings from my window in a neighboring hotel. Although I had been warned not to take any photographs after the mobilization order was issued I decided to attempt to secure a picture of the soldiers who were listening to the address. I was successful, but shortly afterwards I was arrested and my camera also was taken along. The camera was confiscated and I was then told I could go after I had shown my passports."

* * *

Members of the St. Louis Merchants' Exchange learned with sorrow of the death of Benjamin Scharff at his home on West Pine Boulevard, August 28. Mr. Scharff was one of the oldest grain commission and flour merchants in the city, and retired 10 years ago while a member of the Exchange. He came to the United States from Essingen, Germany, when he was 12 years old. He was 76 years old and is survived by a wife and 6 children.

* * *

Judge Alex Verdoot, of the Bonnots Mills Elevator & Milling Company, Bonnots Mills, Mo., was a recent visitor on the St. Louis Merchants' Exchange. The Judge predicted higher flour prices if the war is continued for any length of time.

* * *

The uncertainties surrounding the export market at the present time, and how necessary it is to provide ample war risk insurance and protection for shippers, is illustrated by an incident related by Peyton T. Carr, president of the Kehlor Flour Mills Co., St. Louis. In the war of 1812 ancestors of Mr. Carr's family shipped three cargoes of cotton to Europe. The shipment was seized by the British Government. Later the Carr family filed a claim with the Government at Washington, and a demand for restoration was made on England. Sixty years

after, or in 1872, the British Government allowed the claim and paid it in Washington. Not until 1911, however, was the final settlement made with the Carr family. The entire transaction covered a period of exactly 99 years.

* * *

T. E. Price, head of the T. E. Price Commission Company, St. Louis, and one of the best-known traders on the Merchants' Exchange, in a recent interview, gave many good reasons why wheat should sell at very high figures. Mr. Price said:

The war in Europe has created a condition never before faced in the history of the grain trade. Every big foreign wheat producing country is involved in the strife. This will mean, in the face of the German successes, that the war will be a protracted one.

Europe is short in her wheat supplies over 200,000,000 bushels, compared with a normal crop, and would need to import enormous amounts of wheat regardless of the war. With war on her hands, the requirements will be augmented 50 per cent. Even at present farms in France, Belgium, Austria and Russia are being decimated of men and horses and much of the harvest in these countries has not been completed. Soon will come the time for preparing and planting Europe's next crop, and it is apparent that the acreage will be enormously reduced.

With the pinch of winter will come the big demand for wheat products, for with millions of fighting men in the field the demand for wheat feed should prove sensational. With Europe facing these conditions and short 200,000,000 bushels in her supplies, she will have to turn to America for her needs, and America can supply them from a record-breaking crop of 900,000,000 bushels of wheat, but at advancing prices.

Is it not natural, from a trade standpoint, that America should demand high prices for her wheat, when she knows that a continuation of present conditions will mean an inestimable reduction of wheat raising in countries that produce over four-fifths of the world's supplies?

Russia alone last year produced 863,000,000 bushels in 63 governments and 137,717,000 bushels in 10 others. Germany raised 171,000,000 bushels; France, 322,730,000 bushels; Austria-Hungary, 219,000,000 bushels; Serbia, 11,000,000 bushels; and Italy, 208,000,000 bushels. A 25 per cent reduction in acreage in these producing countries would mean the worst wheat famine the world has ever known, and this is what the world seems to be facing at the present time.

It is knowledge of these facts, which mean a short crop next year, as well as the enormous demands for wheat, which must continue while the war lasts, that makes me believe in very high prices. Naturally the American farmer will not sell his wheat cheap when he knows that it may be worth a lot more money later on. He will hold at least a portion of his supplies, and this makes the advance in price all the more sure.

One has only to look at the price of cash No. 2 red wheat in the St. Louis market during the civil war, and for 10 years following, to see what war means. Wheat sold at \$2.80 per bushel in 1865; \$3.50 in 1866; \$2.85 in 1867; \$3.05 in 1868; \$2.10 in 1869, and \$1.50 or higher every year thereafter until 1877.

It is true that these prices resulted from war in our own country, but if they did, what must wheat be worth across the ocean, with the whole of Europe in a conflict that may last for two or three years. It no doubt will be quoted at famine figures, and, if so, American markets must certainly follow, as the United States holds the winning hand in having the world's surplus wheat.

* * *

The farmers of the United States still are holding their wheat, according to H. B. Dorsey, secretary of the Texas Grain Dealers' Association, who was on the St. Louis Merchants' Exchange recently, and discussed conditions with A. C. Petri, of Bartlett, Frazier Company, Chicago, Oswald Graves, of Shearson, Hamill & Co. and other representatives of well-known commission firms. Mr. Dorsey declared that wheat was being shipped out of Galveston at the rate of 1,000,000 bushels a day, and that the shipments should continue until the supplies piled up there by the recent railroad embargo and lack of export facilities immediately following the war, had been marketed. It is almost impossible to buy wheat now in the South, Mr. Dorsey said. Men who made contracts before the war have made enormous profits. One Fort Worth dealer made a contract with an Oklahoma party for 15,000 bushels delivered f. o. b. Fort Worth, August 15, at 87 cents per bushel. The contract later was canceled on a basis of \$1.04 per bushel, or at a profit of \$2,550, and the second party is still holding the wheat for higher prices, and likewise has a good profit. Mr. Dorsey expressed the opinion that wheat would sell at least for \$1.50 per bushel.

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Eugene C. Dreyer, of the Dreyer Commission Company, St. Louis, has returned from an extended vacation in Michigan.

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L. A. Cooksey, secretary of the Pendleton Grain Company, St. Louis, agrees thoroughly with Mr. Sherman in his diagnosis of war. Mr. Cooksey, with Jessie Bartlett, a St. Louis attorney, was in Hamburg when war broke out in Europe. They had engaged passage on the Imperator, but the ship was seized by the German government and the passengers compelled to shift for themselves. The two caught the last train across the border after walking to a small town in the outskirts of Hamburg where they had been refused admission to the trains in the station. The following day they arrived at Flushing, Holland, and caught a boat across the channel to Queensboro, England, just 20 minutes before the harbor was closed by the British government. From there they hastened to London, where after a four hours' jam at a ticket office, they procured steerage passage on the Philadelphia. They went on shipboard in Southampton under cover of darkness and locked themselves in a stateroom to

avoid being left behind as result of the boat being overcrowded. The ship ran the gauntlet of mines in the North Sea and was held up and inspected by a French cruiser. The travelers made haste for St. Louis when they landed in New York. All their baggage was left abroad.

The establishment of a branch of the Department of Commerce in St. Louis, it is thought, will vastly improve the grain and milling business by keeping the Mississippi Valley in closer touch with South America and other foreign countries. With the war on and the new commerce bureau in operation trade with the South American countries should be materially benefited. Christlan Bernet, of the Bernet, Craft & Kauffman Milling Company, which does considerable business with South American houses, believes that every effort should be made to increase this trade, which has largely gone abroad in the past. Millions of dollars in purchases will be turned this way, Mr. Bernet says, and associations established which will have a far-reaching influence on American trade in the future. Europe's misfortune in the war will prove America's gain, declares Mr. Bernet, especially in South American trade expansion.

[Special Correspondence]

TOLEDO

BY E. F. BAKER.

The grain situation here as elsewhere is more of a gamble than it has been for years past. Prices fluctuate daily but for the most part the trend is upward. The Toledo Exchange floor has been the scene of a great deal of excitement since the declaration of war in Europe and this state of affairs will continue for some time to come, it is fair to state. The crops of the state have fulfilled every promise and the farmers will receive the greatest profits from their crops they have ever experienced. Prices are up now, wheat being quoted at more than a dollar on the local market and the top-notch price on corn September 10 was 80 cents. Farmers have been strongly inclined to hold their crops for higher prices and for some time very little farm products were finding their way to the market.

Sober second thought has evidently convinced many of the farmers that this is not exactly the proper thing to do and receipts during the past week have been quite liberal. There were 98 cars of wheat brought into Toledo inside of two days from the surrounding country during the past week which is a pretty good record. There is plenty of elevator space in Toledo to take care of present business and during the past week a shipment of 100,000 bushels of wheat was shipped into this city from Chicago, and stored in the Rosenbaum Brothers' elevators. Shipments during the past week were as follows: Wheat, 55,900 bushels; corn, 9,200 bushels; oats, 155,200 bushels. Receipts were: Wheat, 285,000 bushels; corn, 40,800 bushels; oats, 163,200 bushels.

Some of the Toledo millers are shipping flour for export and millers here are predicting higher prices for flour, although they declare that they are depending on the Chicago market to set the prices. It has even been predicted that the price of bread is likely to increase. Throughout the state there come reports of an increase in the price of flour and over at Canton, flour is being quoted at \$7 a barrel. There is a fluctuation in both the wheat and flour market, however, and a standard price will probably soon be reached and maintained for a time at least. The tendency on the part of farmers to hold wheat scared the millers and the people and this is believed to have had much to do with the raise in the price of flour. The grains making their appearance on the local market are of fine quality and are grading high.

The Hicksville Grain Company has been organized at Hicksville, Ohio, as follows: President, James SeEVERS; vice-president, William Hirzel; treasurer, George F. Henning; secretary, C. C. Howenstine. Directors, Peter Walter, Arthur Allen, Ray Harris, James SeEVERS, William Hirzel, C. C. Howenstine, George F. Henning.

"Shipments of grain by Americans on ships of England, Germany or any other belligerent involves no violation of neutrality," was the text of a message recently received by Frank I. King, of C. A. King & Co., from Senator Elihu Root, of New York. Mr. King had asked in his message if the United States could ship in British vessels and remain neutral in the event of the destruction of the German fleet by the British.

Vessel owners are anticipating that an unusual amount of grain will be stored in lake carriers at the end of the present navigation season here on account of the war in Europe. Principal ports on the American side of the lakes where loaded vessels will winter are Toledo, Cleveland, Chicago, Buffalo and Duluth. Vessels are predicting that as

many as 15 freighters loaded with grain for immediate movement in the spring may be wintered here.

Fred Mayer, of J. F. Zahm & Co., recently returned from a motor trip through southern Michigan. He attended the state fair at Detroit.

John Wickenheiser, of Wickenheiser & Co., recently had an interesting product on display on the sample tables on 'Change. Two ears of corn taken from a patch at Latty, Ohio, well filled and almost perfect yellow corn. This corn had been planted on May 20. Traders were surprised at the beauty of the stock and the advance growth shown.

W. R. Mitchell, of Chicago, has been engaged by the agricultural committee of the Commerce Club to make a survey of Lucas County to determine its agricultural possibilities. Mr. Mitchell has been engaged for many years in this work. His survey will give special attention to drainage, soil, methods used by Lucas County farmers and horticulturists and his report will contain suggestions as to how different soils may be made more productive. The task of listing Lucas County land now under cultivation, non-productive acreage, amount and value of agricultural products annually, and the necessary steps to bring about cultivation of a larger acreage will be taken up by other experts to be employed by the agricultural committee.

E. L. Southworth, President of the Produce Exchange, F. O. Paddock and Big Chief Ed H. Culver are among those who will attend the Grain Dealers' convention at Kansas City, from Toledo.

William Carrington, for a number of years engaged in the grain business in Toledo and at one time part owner of the Produce Exchange building, is now in Paris and an interesting letter was recently received from him by friends in this city. He expressed great admiration for the work of Myron T. Herrick and Judge Gary in the beleaguered city.

Over at Akron, Ohio, local millers and grain experts are predicting \$2 wheat if the war lasts six months.

The Miller Brothers Grain Company, of Marion, Ohio, has purchased the Baxter Elevator on the Boulevard. The company expects to put the property in shape for the quick handling of grain and will also do a general feed, coal and flour business. This concern has a chain of elevators in southern Ohio. F. R. Miller, of Williamsport, Ind., is in charge and will move his family to Marion.

Twenty-five carloads of grain for export trade were shipped out of Sandusky recently from the Rosenbaum Elevator at the B. & O. dock. The grain was said to be consigned to Germany and was shipped on a rush order. Shortage of cars delayed the shipping somewhat.

[Special Correspondence.]

INDIANAPOLIS

BY F. J. MILLER.

The history of the past month's activity in grain in Indianapolis can be written in a very few words, for, like that in other important centers, it has consisted largely of a dancing row of figures. With prices jumping up and down continually, but always showing an upward tendency, it has been impossible to do much business. Farmers have been slow to bring their wheat to market, and many have already been reported as refusing \$1.15 a bushel for large lots. Almost nothing has been done in export wheat.

Some oats have been shipped to the Atlantic seaboard for export. Two dealers reported shipments aggregating 250,000 bushels.

With the vacation season approaching its close, the Board of Trade officials say they welcome the resumption of the regular business of the board.

A. J. Meyer, president of the board, has just returned from Minneapolis, where he attended the convention of fire insurance underwriters.

The grain movement recorded in the Board of Trade books for August, including only the "outs," is 2,371, compared with 2,018 last year.

V. M. Morgan, who was formerly in the grain business in Indianapolis, is now traveling for the Urmston-Harting Grain Company.

O. L. Montgomery, employed in the office of Frank A. Witt, was married September 9 to Miss Ruth Frazier, of Orville, Ohio, at the bride's home. The other employees of the firm thought it the proper thing to send him a telegram of congratulation, to be delivered as soon as the ceremony was over. An hour and a quarter after Mr. Montgomery had said

"I do," the crowd in the office received this reply: "Survived a hero. This is the life."

W. H. Howard, secretary of the Board of Trade, will attend the annual convention of the American Association of Commercial Executives at Cincinnati, September 28, 29 and 30.

Edward D. Evans, of the Evans Milling Company, and Edgar H. Evans, of the Acme-Evans Milling Company, have returned from a vacation at Burt Lake, Mich.

About 150 grain men from various parts of the state visited Indianapolis during state fair week and most of them called at the Board of Trade to exchange greetings and watch the board in operation.

Floyd O. Baker, clerk in the office of the secretary of the Board of Trade, is on his vacation in Clinton County, Ind.

E. C. Barrett has been at Burt Lake, Mich., with his family for a part of the summer.

The Labor day meeting of the Board of Trade governing committee was postponed until Sept. 14.

The library of the Board of Trade has been gone over thoroughly to prepare it for the use of the members during a busy fall and winter. The furniture has been recovered and new decorations have been installed.

Bert Boyd and Mrs. Boyd have just returned from a three weeks' trip through the east.

The grain inspection department of the Board of Trade has been moved from the sixth to the seventh floor of the board building, where it has improved facilities for conducting its work. The new automobile recently purchased by the department has proved even more of an assistance than expected.

R. C. Dauss, clerk in the Board of Trade offices, has returned from a vacation spent in Detroit, where he was the guest of his brother, George Dauss, of the Detroit Tigers. "R. C." claims that he was the first person really to appreciate his brother's great baseball ability.

Edwin K. Shepperd of the Cleveland Grain Company has returned from a three weeks' trip through northern Illinois.

The grain elevator owned by Wesley Stackhouse at Etna Green was destroyed by fire after being struck by lightning. The Pennsylvania Railroad station, which was also struck, and the elevator, which contained a large quantity of wheat and oats, were consumed in a few minutes and the flames spread rapidly into the residence district, almost wiping out the town. The loss was about \$150,000.

Martin Wade, of 936 Tacoma Avenue, Indianapolis, has been chosen as a grain expert by one of the warring nations of Europe and has left for the northwestern states and Canada to buy grain for export. Mr. Wade was formerly in the grain business in Madison, Ind.

The store of the Indiana Seed Company suffered considerable damage when the Grocers' Coffee Company, next door, had a bad fire.

The Acme-Evans Milling Company was one of the exhibitors in the "Made in Indianapolis" week exhibition which was a feature of the state fair. Scores of Indianapolis manufacturers exhibited their products in windows of stores along certain designated blocks in the center of the city and thousands of persons gained new information about the things made here. The Acme-Evans company displayed sacked flour, with bottled grain by-products, including many varieties of brans and feeds, in the window of the W. W. Carter store, 24 North Pennsylvania Street.

Noble Williams, of Goshen, Ind., 19 years old, won first honors in the annual grain judging contest at the state fair, scoring 692 points in that and live stock judging out of a possible 800. He will receive a \$100 scholarship in the agricultural department of Purdue University. Second honors went to Virgil Schwartzkoff, of Montpelier, and third and fourth to Posey L. Kune, of Petersburg, and R. R. Jamison, of West Lafayette, respectively. Twenty-five boys competed.

The Central Grain & Feed Company of Indianapolis has been incorporated with a capital stock of \$25,000. The directors are Earl H. Reynolds, L. G. Kerr and H. P. Doolittle.

Farmers in several parts of the state are reported as preparing to sow an unusually large acreage of wheat this fall, on account of the high prices ex-

pected. Much of the wheat will be sown late to avoid the Hessian fly damage.

Gienger & Co., who are operating their new elevators for the first time this year, put out more than seven thousand sacks among wheat growers around Jeffersonville, but very few of their supply have come back filled with grain.

Twenty-six acres of farm land, planted in clover, brought Edward Terwilliger, of Alexandria, \$2,745. One hundred hogs that grazed on the clover averaged two hundred pounds each and sold on the market at nine cents a pound. Enough clover was left standing to harvest 105 bushels of clover seed that sold for \$9 a bushel.

[Special Correspondence.]

KANSAS CITY

BY B. S. BROWN.

The Kansas City grain dealers and all connected with the wheat trade passed through a very trying experience in August, as did their co-laborers elsewhere; but September has opened up more brightly. When August started, there were embargoes on the movement which in the first few days were made more severe; exporters were up in the air as to what would happen to their wheat and their bank accounts. The bankers of Kansas City stood by their patrons, however, and the situation was worked out so that the grain trade in Kansas City proceeded without interruption. Fortunately, the storage capacity was large, and the increased movements over the same month last year were easily handled locally and in shipments East and North. The raising of the embargo on exports relieved the situation wonderfully, although already there had been some movement abroad through special arrangements as to deposit of payment in this country. Prices had several sensational advances, and the last, when in two weeks quotations rose 24 cents, put prices 37 cents above the July level. The heavy advance was attributed to speculators who foresaw enormous demand from Europe; and some commission houses demanded 15 to 20 cents a bushel margin. But millers and elevator men were buyers, as well as some exporters who had resold and canceled contracts and fearing liability to foreign purchasers now rebought. A feature of the recent trading was the purchase September 4 and 5 of nearly a million bushels said to be for a firm representing the British government. The price paid was \$1.12 and over, the cash market closing \$1.14½ on September 5. With the outlets promising to be freer, and the price high, there is belief that the movement will be strong.

Kansas City wheat receipts in August were 9,689 cars, or 3,818 cars more than in August, 1913; these were the largest receipts since the arrival of 9,998 cars in August, 1904.

Elevator stocks in Kansas City September 1 were wheat, 4,731,093; corn, 162,311; oats, 289,675; Kafir, 859; rye, 19,451; barley, 19,330. Last year at the same time the stocks were wheat, 8,881,305; corn, 118,025; oats, 746,210.

Corn and oats shared the speculative interest of wheat, and prices rose sharply. There were reports of buying of oats in Kansas City for the English and French armies.

Business men generally in this territory are premising their forecasts of business expansion for Kansas City on the large wheat crop and the world demand which will make prices high, and bring immense sums of money into this district. There is a hopeful feeling in Kansas City that judging from reports is not felt in Eastern cities. The good crops of other products are also contributors to the general optimism; everybody expects to reap a little benefit from the prosperity of the farmers.

The Lucerne Club, an organization of the "women folks" of hay men in Kansas City, has become in the year since its organization the chief supporter of Mercy Hospital, an institution for children; when the hospital needs anything, it calls on the Lucerne Club. Its moving spirit is Mrs. E. P. Ross, wife of the president of the Auto Fedan Hay Press Company.

Notice received by the Hall Baker Grain Company, of Kansas City, that Great Britain would consider as contraband all grain shipments destined for Rotterdam, because such grain might get to Germany, was merely interesting; nothing has been started to that port from Kansas City since the war began.

Of the 160,000,000 to 180,000,000 bushels of the estimated Kansas wheat crop, it is said less than 60 per cent has been threshed, and that probably the threshing will not be completed before Christmas. About 12,000,000 bushels have gone to Missouri River terminals, 5,000,000 bushels to Canadian points for export, about 8,000,000 bushels to Chicago and east-

ward. A small amount is going to Kansas mills. About 15,000,000 bushels have been loaded for export through gulf ports; 8,000 cars to Galveston. Not all the wheat, however, has reached the ports.

The Kansas grain inspection department inspected 5,922 cars in August, against 2,683 cars in August, 1913. The largest gain was at Hutchinson, 1,086 cars against 174.

Nemaha, Jewell and Washington Counties, Kan., had dry weather and probably will have not more than half a corn crop. Western Kansas is producing comparatively better than central and eastern counties.

Farmers are being stimulated to increase their acreages of wheat, in prospect of the diminution in the European crop next year. There is every likelihood that the acreage of Kansas and Missouri will be larger, although the ground until the past week or so has not generally been in the best condition to work for fall sowing. A tremendous number of tractors has been sold this year, and implement men generally foresee a large production, though possibly not a repetition of the record yield of this year.

The People's Elevator Company, of Butler, Mo., opened a buying station at Metz late in the summer, which is reported to be doing well under the management of Walter Van Dyke.

Kansas corn was very generally kept back by a deficiency of rainfall early in August, but heavy rains toward the latter part of the month brought the state's average up to normal, and it was seven times as much as in August, 1913. There are many reports, though, of very fine corn yields both in amount and quality, and Kafir and such crops are yielding well. There has been a rush for silos in which to put the corn that does not reach satisfactory maturity.

Kansas farmers are reported to have set \$1.50 as their price for their wheat. Many are well able to hold, and are in the better position because of the unusually large sales this year of bins.

J. P. Chess, who has been connected with the Kansas state grain inspection department intermittently for more than 12 years, has been appointed inspector at Lawrence, Kan., and began work September 3. Another Kansas town that is expected to come under state inspection this fall is Abilene.

The very uncertain situation as to future wheat prices during August caused a great deal of divergent advice to go out to the owners of wheat. Mills generally seemed eager to buy, while other handlers were inclined to persuade the farmers to hold. The real condition was interestingly revealed in the attitude of grain handlers and mill men in the grain towns. Millers urged farmers to sell, offering the highest price; handlers argued that wheat should be held till the embargoes were lifted and conditions settled, but added that they would pay the highest cash price the market would justify if farmers really wanted to sell.

The Farmers' Elevator Company of Codell, Kan., purchased August 29 the large elevator from the Kansas Flour Mills Company.

Theodore E. Cunningham of Harris, Winthrop & Co., Chicago, is a new member of the Kansas City Board of Trade.

The Santa Fe Railway estimates the Kansas corn crop at 105,000,000 bushels, a third less than usual.

New boilers are being installed, and other improvements made, in the plant of the Kemper Mill & Elevator Company at Tonganoxie, Kan.

An extension of time until October 1, 1914, for the filing of new rates on wheat and flour from Kansas points to Arizona and New Mexico, has been granted the railroads by the Interstate Commerce Commission.

Major A. M. Harvey of Topeka was appointed assistant attorney general in August to investigate "war prices" of grain and grain products; most of his work was with millers. He was taken ill, and W. L. Montgomery, of the attorney general's office, took up the task September 3. He was scheduled to visit Hutchinson, Sylvia, Windom and McPherson, and had on his list a reported combination of grain buyers in Emporia, where it was said the price of grain was being kept down and the price of grain products boosted. The inquiry was the result of a request by a meeting of farmers and grain growers at Hutchinson, Kan., August 14. One suit was started, in the district court at Hutchinson, in which forfeiture of the charter of the Union Grain Company was asked; it was alleged that four milling

companies owned the elevator, and had the purpose of controlling the grain market in that vicinity.

Thomas Tobin, manager of the Missouri Seed Company, Kansas City, reports a very heavy demand for alfalfa seed, which he attributes to the fact that farmers learned during the recent drouth that it paid to have seed on hand. "There was a time," said Mr. Tobin, "when farmers thought the West was the only place where alfalfa could be grown; but they know now it can be grown around here, and are profiting by their knowledge." Alfalfa seed is fifty to sixty per cent higher than at this time last year, damp weather in June and July producing more stalk and body than seed.

Grain men anticipate that the corn products trade with the South will be detrimentally affected by the low price of cotton.

The Kansas City Board of Trade and the Southwestern Millers' League did their part in urging upon congressmen the passage of the amendment to the Panama act under which foreign ships sailing from United States ports carrying grain or other products could come under American registry.

Throughout August railroads in the Southwestern classification territory insisted on connecting lines furnishing an empty for each loaded car delivered, although except in scattered localities there was little complaint of car shortage by grain men.

President B. F. Tyler of the Kansas City Hay Dealers' Association is directing the revision and compilation of the rules and regulations of the Association, which will be promulgated about September 15 or 20. It is said that many radical changes are provided.

The Kansas City hay market has suffered the past few weeks from bad hay and bad weather; but the market continues to do a big business, with movement near the records. All kinds of hay coming in are said to be off, but better quality is expected.

The Missouri State Grain Dealers' Association at Kansas City August 22 elected a second vice-president for the northern Missouri district, C. B. Talbott of Laclede, and named these directors for the southern part of the state: J. A. Elliott, Lebanon; W. H. Hurley, Clinton; J. C. Eggers, Herman; Jesse Clup, Warrensburg, and J. S. Klingerberg, Concordia. The officers of the association elected at Sedalia previously are: J. D. Mann of Montrose, president; W. D. Schmitt of Appleton City, first vice-president; A. G. Sullivan of Nevada, secretary-treasurer. A meeting of dealers from the northern part of the state will be held at Moberly September 22. A big convention is to be held this winter, and John L. Messmore of the St. Louis Board of Trade, has invited the association to meet in that city. One of the chief purposes of the organization is to try to devise a plan for quitting the practice of giving sacks.

The Missouri & Kansas Hay & Grain Company has leased from W. S. Dickey 12,000 square feet at Third and Grand Avenues, Kansas City, at \$1,800 a year for five years. It is said the company will erect a grain elevator on the property.

A Farmers' Federation, organized in Kansas City, Kan., August 19, hopes, for one thing, to get the farmers to hold wheat for \$1.25 a bushel; but since this price was set, it looks too easy, and many are mentioning \$1.50. J. A. Everitt of Indianapolis, president of the Farmers' Society of Equity, is president of the Federation. Ownership of country elevators by farmers is advocated, where grain could be held to be marketed to their best interests.

Lee Lewis, well known as a grain, hay and stock buyer, is said to be planning the erection of a grain elevator at Rich Hill, Mo. In connection with the elevator, would be a depot for the handling of hay and other farm products. This plan is said to be the outgrowth of the fast increasing business of Mr. Lewis.

Workmen who struck on the Terminal Elevator in Kansas City, Kan., under construction, were out two days, returning August 14 under the union scale of 30 cents; they had been getting 25 cents.

September 4 the city council of Webb City, Mo., taking notice of the war, instructed its purchasing committee to buy one or two carloads of hay before chaotic conditions sent the price skyward.

E. C. Hillweg, assistant secretary of the Minneapolis Civic and Commerce Association, in Kansas City recently, suggested co-operation among commercial bodies in plans to keep harvest labor moving through a long summer and fall period, and publicity throughout the country of the labor chances for them. Kansas has been particularly harassed

this year by inability to get labor just when wanted, and the right kind.

* * *

Altamont, Kan., citizens and farmers of the vicinity have been called upon to remember that while many grain buyers stayed out of the market early in August John H. Rust took what was offered.

* * *

The Farmers' Union Co-operative Association of Mitchell county, Kan., with five elevators and four stores, is considering increasing capital stock to \$135,000, now \$45,000.

* * *

The Farmers' Union Elevator and Mercantile Company, Baker, Kan., has incorporated; capital \$10,000.

* * *

Several Kansas elevators and mills are bringing suit against farmers to enforce contracts for the sale of wheat; farmers agreed to sell at under 70 cents in many cases, and now the price makes them hesitate to deliver.

[Special Correspondence.]

MILWAUKEE

BY C. O. SKINROOD.

Milwaukee grain men are convinced that the present war crisis will prove a strong bullish influence in grain. When shipping conditions are restored to normal they believe that there will be an enormous demand for wheat from the millions in the armies and the millions of people left at home who must be fed. There seems to be some doubt as to just how extensively the farmers will let go of their grain at the present prices.

"Of course the farmers have the same bullish feeling about the grain market that the rest of the trade has," said Wallace M. Bell, one of the prominent grain traders in the Milwaukee market. "The prices however, are very attractive and some of the farmers will let go because of the present inducements. Others will hang on to their grain for weeks and months and take the chance of larger profits in the future."

* * *

Secretary of the Milwaukee Chamber, Harry Plumb, is spreading the opportunities for Milwaukee business in South America as far as possible among members of the local exchange. He has forwarded facts to all the local grain men indicating the opportunity to supply Argentina with the malt which has been supplied heretofore by Germany. He has obtained a list of the vessels sailing to South America from the Chamber of Commerce of the United States headquarters at Washington. Most of the companies announce sailings once or twice per month. Credit terms suggested to Milwaukeeans, according to customs in South America, range from thirty to ninety days. In the case of first orders, says Mr. Plumb, the custom is not to present drafts until the goods have arrived. The Argentine duties are ad valorem—not according to the latest values, but on a basis of values arranged some time ago.

* * *

The Milwaukee Chamber of Commerce has officially indorsed the war risk insurance bill which was passed by both houses of Congress and signed by the President. The action was taken after the urgent solicitation of the Chamber of Commerce of the United States for local Chambers to assist. Local grain men believe that this measure is fully justified as an emergency plan of solving insurance difficulties during the war. But it is believed that this business of marine insurance by the Government should be promptly discontinued as soon as the war is over. This is also the attitude of the president, according to the reports received here.

* * *

For the first week in September, Milwaukee grain men reported rapid improvement in the barley trade. Following a neglected and declining market for a short time, maltsters began to buy heavily, with sales also for pearling and for shipments abroad. The movement in barley is rapidly increasing at the rate of nearly 100 cars a week.

* * *

Milwaukee, early in September, was getting corn at the rate of 600 to 700 cars a week, which is a heavy movement for this market just between seasons when trade drops back usually. Prices for most of the grades have ranged well above 80 cents with occasional cars breaking down to 78 cents. Shippers, millers and distillers are operating generally and the market is well sustained.

* * *

The oats trade at Milwaukee is fairly liberal with receipts early this month ranging around 500 cars per week. Most of the sales have run from 50 to 52 cents per bushel, which is a price so high that it is expected to bring grain off the farm as fast as farmers are able to sell it.

* * *

W. P. Bishop, a prominent trader at the Milwaukee market and member of the E. P. Bacon Company, at the close of the first week in September, said that the demand keeps up well in the oats trade

and that all offerings are readily sold. Consignments of grain are advised on the present strong condition of the market.

* * *

Early in September the shippers took rye quite liberally. Distillers and milling interests also took some rye with prices ranging around 91 to 99 cents and many sales of the better kinds from 95 to 98 cents per bushel.

* * *

Shrunken wheat is at a discount at the Milwaukee market. Prices have bounded up sharply in line with the 9 to 11 cent bulge in futures and sales have occupied a wide range, from \$1.12 to \$1.30 per bushel. Good milling wheat sells readily for shipment and for grinding.

* * *

According to reports received at Milwaukee which are of great importance and interest here, California barley has had a great advance in the last few days. December barley is quoted as high as \$1.30 at San Francisco, an advance of some 25 cents a bushel in a short time. Spot feed barley was quoted around \$1.15 to \$1.20 and brewing grades of barley from \$1.20 to \$1.25 per bushel. It is also reported from the Pacific coast that considerable barley is being exported, but only when mixed with oats. These reports taken as a whole suggest that there is a tremendous impetus in the barley market on the Western coast.

* * *

The grain reported in store at Milwaukee Sept. 5 was approximately 324,000 bushels of wheat, 60,000 bushels of corn, 326,000 bushels of oats, 145,000 bushels of barley and 12,000 bushels of oats.

* * *

Milwaukee grain men point to the unusually good business conditions in Milwaukee as shown by advances in bank clearings from week to week of 12 to 23 per cent over the corresponding week a year ago. This, in the face of large declines in bank clearings in many of the big American cities.

* * *

The September rate of interest on advances has been determined by the Finance Committee of the Chamber of Commerce at 7 per cent. This compares with recent rates of 5 and 6 per cent, the 5 per cent rate prevailing for many months prior to the opening of the general European conflict.

* * *

The flour stocks in Milwaukee in September are given at 59,000 barrels compared with 38,000 barrels for the corresponding week in 1913. This represents a large decline.

* * *

The Milwaukee Chamber of Commerce closed at 12 noon on primary day, the first Tuesday in September.

* * *

The Interstate Commerce Commission has further suspended from August until Feb. 28, 1915, the operation of the Chicago, Milwaukee & St. Paul railway tariff which contained proposed increases in switching charges by the Milwaukee road at Milwaukee. This order had previously been suspended from May 1 until Aug. 29. On Sept. 15, another hearing will be held at Milwaukee by Examiner Brown on the question of proposed advances in switching rates between various Milwaukee industries. Notice of this meeting has been given the Milwaukee traffic bureau by the commerce commission at Washington.

* * *

Charles R. Lull, Faustin Prinz, H. J. Nunnemacher, A. K. Taylor and H. W. Ladish have been appointed by President of the Milwaukee Chamber, J. A. Mander as delegates to the Northwestern Road Congress to be held in the Auditorium in Milwaukee from Oct. 28-31. A very large meeting with delegates from all over the United States is expected here at that time.

* * *

The Chamber of Commerce inspection department has given a report for the year ending Aug. 15, 1914, showing that there has been an enormous trade at Milwaukee for the year. Wheat receipts dropped for the year from 9,204,000 bushels for the year 1913 to 7,121,000 bushels in 1914. In corn there was a great advance in business from 9,618,000 bushels in 1913 to 12,944,000 in 1914. There was also an enormous advance in the oats trade with 16,355,000 bushels in 1913 compared with 20,858,000 bushels in 1914. The barley trade slipped back a little—from 19,656,000 for the fiscal year of 1913 to 17,739,000 bushels in 1914. Rye trade also declined slightly from 3,500,000 in 1913 to 2,774,000 bushels in 1914.

The total grain trade for the crop year 1913 was 62,042,000 bushels, compared to 61,437,000 bushels in 1914, which is a new high record for business at the Milwaukee market.

Expressed in cars the inspection report for 1914 was as follows: 10,605 cars of barley, 10,883 cars of corn, 9,593 cars of oats, 2,489 cars of rye, 297 cars of flax and 3,113 carloads of wheat. Of the wheat trade, 2,534 cars were spring wheat, 497 cars of winter wheat, and 82 cars of mixed wheat. Five-sixths of the Milwaukee wheat trade is therefore spring wheat, which one would expect from its closer

proximity to the big spring wheat region of Minnesota and the Dakotas. This makes a grand total of inspection for the crop year of 1914 of 36,980 cars, or just a shade under 40,000 cars. The increase in business at Milwaukee is measured by the hundreds and thousands of cars each year.

* * *

The Milwaukee flour mills have been unusually active in the last few days under the stimulus of very high prices for wheat and flour. Some weeks the grinding goes as high as 22,000 barrels a week, or 83 per cent of capacity compared to 14,000 barrels or 64 per cent of capacity only a few weeks ago.

* * *

The Chicago & Northwestern road has published a new switching tariff for Milwaukee, effective Sept. 24, 1914, which makes a charge of \$5 per car on all freight with a minimum weight of 50,000 lbs. per car for switching cars to industries and to the Milwaukee road. This is only a slight advance over the present rates.

The Northwestern road has also published a new grain tariff from points on its lines to Milwaukee. The rates on coarse grain for about thirty-five cities and towns west of Sleepy Eye, Minnesota, are reduced from 1/2 to 1 cent per 100 pounds, and from about eleven points in Eastern Minnesota, the rates are advanced from 1/2 to 1 cent per 100 pounds.

Through rates on grain from about thirty stations on the Great Northern road in Minnesota and South Dakota to Milwaukee in connection with the Soo line will be reduced, beginning Sept. 9, from 1/2 to 2 and 2/10 cents per 100 pounds on coarse grain. In no case are the through rates to exceed the combination rates via Minneapolis.

* * *

The E. P. Bacon Company issues one of the most extensive reports on the barley market of any firm in the Northwest. The report on Wisconsin barley shows material shrinkage in acreage, somewhat larger yield per acre than the previous year, and quality good with generally sound, plump berries. Some damage was reported from heat and drought which caused light weight and quite a large part of the crop is discolored. The average cut in acreage, compared to 1913, was about 15 per cent and the yield was in the neighborhood of 25 bushels an acre, or about 2 1/2 bushels over the crop of 1913. Minnesota reports a cut in barley acreage of 17 per cent for 1914 and the yield at 21 1/2 bushels per acre, which is about 4 bushels per acre under the Wisconsin crop. The area of barley in Iowa dropped 16 per cent and the yield was placed at 26 bushels an acre, or 4 bushels more than in 1913. The South Dakota yield is placed at 22 bushels an acre, or 2 bushels an acre more than the previous year. This indicates that the Wisconsin and Iowa barley yields give the maximum output per acre. There is also a decreased acreage of barley in practically all the big barley states, which is expected to have an important effect on the market.

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N. I. Holt has been appointed inspector of provisions at the Milwaukee Chamber.

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H. N. Wilson has been chosen a member of the Milwaukee board.

* * *

Walter Stern, Milwaukee miller, entertained all his road salesman for several days, taking them to hotels for meals, and back to mill and convention room for demonstrations and papers. These salesmen were taught the art of flour making from beginning to end. Technical papers were given on the best methods of getting results from the flour to help offset many of the errors in faulty bread and pastry making. Mr. Stern also attracted attention by recently selling flour at the same prices as prevailed before the war, despite the big rise in wheat and the higher quotations for flour charged by other millers.

* * *

A large number of deaths occurred among the members of the Milwaukee Chamber of Commerce since the last issue of this magazine. C. P. Jones was one of the very oldest members of the exchange at the time of his death. R. B. Wentworth died recently.

One of the best known members of the Milwaukee Chamber, who died Aug. 22, was G. H. D. Johnson, one of the former presidents of the Chamber. Mr. Johnson achieved renown recently as member of the capitol commission at Madison, Wis. He had much to do with the artistic plans worked out for the rebuilt capitol. He was a great student of art and gave valuable advice in the embellishment of the capitol along the most artistic lines. He resigned recently from the capitol commission because of ill health. But the great capitol project, which costs millions of dollars, had been almost completed when he stopped work.

Mr. Johnson attended the public schools and when a young boy went into the grain business and remained for thirty years in one firm—the E. P. Bacon Company. He retired from active business some six years ago to devote himself to the capitol commission and other public enterprises in which he was greatly interested. Mr. Johnson was also in-

strumental in getting a strong railroad commission for the state of Wisconsin which has been a great factor in giving shippers just rates.

Mr. Johnson was a well known Shakespearean scholar. He was 63 at the time of his death. The pastor who gave him his first book (Robinson Crusoe) officiated at the funeral.

Berthier C. Ellsworth, another former president of the Milwaukee Chamber, died Sept. 1. For many years he was employed by the L. Bartlett & Son grain firm, then became head of the concern, then entered business for himself and at the time of his death represented Henry Rang & Co. of the Chicago Board of Trade.

Chief Inspector of the Milwaukee Chamber, A. A. Breed says that much of the new oats which he is inspecting is light weight due to the hot, dry weather just when the grain was filling. The weight of the oats is also from 3 to 6 pounds less than last year, varying from 24 to 34 pounds per bushel. Mr. Breed declares that a great deal of the oats is very badly discolored because farmers persist in leaving the oats out in the shock for many weeks before threshing. He adds that farmers no longer stack their oats generally which makes possible clean, white, marketable oats which is worth 2 cents per bushel more than the dark, colored oats. He declares corn inspection at the Milwaukee Chamber is not as heavy as it usually is in the main corn season, although shipments of the new crop will not be ready for some time.

Secretary Plumb has received notice from the Chamber of Commerce of the United States that a bureau of this national organization is ready to answer all questions regarding contraband of war and rules and regulations of commerce during the world war.

The largest single day in the history of the Milwaukee Chamber occurred Sept. 8 when receipts were in excess of 800 cars, compared to less than 600 cars as the previous high record receipts. A very large movement of grain this fall is looked for at Milwaukee.

Discussing the recent agitation against high prices and the charge that the boards of trade are the cause, Secretary of the Milwaukee Chamber, Mr. Plumb, declares that whenever anything is wrong, it is customary for the reformers to take the Chamber of Commerce to task.

"Transactions in grain are purely competitive and based on world market conditions," he said. "No other commodity so closely follows the law of supply and demand as grain. There is a free and open market in grain. Shippers and manufacturers, buyers and sellers gather together and make prices on the basis of long range influences."

Mr. Plumb called attention to the August prices for No. 1 Northern wheat at Milwaukee for a number of years. The range of prices has been from \$1 to \$1.12, or higher. He pointed out the poor crops in a number of wheat sections and the enormous war demand coming, which should surely make for higher prices.

[Special Correspondence.]

PHILADELPHIA

BY E. R. SIEWERS.

This city has at last awakened from a sort of Rip Van Winkleian lethargy and stupor of hesitating indifference brought about by the foreign war conditions which have placed what was believed to be an unsurmountable barrier and destructive embargo on its large and steadily increasing export grain and commercial trade, and has reached the practical conclusion that there is but one sure and satisfactory way of meeting the present situation, and that is by going after business in countries that are quite anxious to sell their goods and products here, and with a true reciprocal feeling and system buy from us many commodities that they are in need of and which they are now deprived of obtaining from foreign lands, far away across the great oceans, which the rigid rules of the war game have so mercilessly put an effectual ban upon.

"Commercial America" has been adopted as the slogan and in pursuance of this idea a very well attended meeting has just been held in the Commercial Museum building, where more than five hundred of the most influential and leading business men of Philadelphia were present and, amid unbounded enthusiasm, resolved to get into closer touch with South America and its growing republics, and capture a good share of its valuable trade, which heretofore has been going elsewhere. A strong committee is to go at once to the Argentines and their neighbors and use every honorable effort to secure the much-wanted trade from these countries, and the national government and congress will be memorialized to extend a helping hand toward the culmination of this extensive trade movement. At the big meeting it was authorita-

tively stated that the Foreign Trade Bureau of the Commercial Museum is overrun with inquiries from Latin America from various business interests that are desirous of establishing permanent connections here.

The British steamship *Rockabil* took out for Bordeaux, the new capital of France, 171,000 bushels of wheat, the first full cargo of grain that up to this time has passed through the Pennsylvania Railroad's new rapid-moving \$1,000,000 elevator located at Girard Point.

The new floating elevator which has been under construction at the Wilmington (Del.) shipyards of Hollingsworth & Andrews for some months, is about completed and is now ready for the placement of the machinery. It will be an adjunct of the Philadelphia harbor transfer, equipped with the latest facilities for handling grain, and will have an hourly capacity of 15,000 bushels, and will be used in connection with the Philadelphia & Reading Railway and the Lehigh Valley Railroad grain transportation trade, the "Empire," floating elevator of the same company which has been in use for some years, having a capacity of 10,000 bushels per hour.

The Commercial Exchange Hay and Straw Committee, of which William A. Huey is chairman, after a special meeting of the trade, has adopted the recommendation in the official report of John H. Irvin, who was the representative at the convention of the National Hay Association, which places the grades of hay and straw in line with the National Schedule, and this action has been approved by the Board of Directors of the Exchange.

The E. E. Delp Grain Company and L. F. Miller & Sons continue to do quite an extensive business in Argentine corn.

Treasurer Joseph W. Beatty, of the Commercial Exchange, has recovered sufficiently from his long illness to be about again, to the delight of his many friends.

The North American Export Grain Association, through its indefatigable secretary, Frank Evans Marshall, has secured an arrangement with the London Corn Club and the British Foreign Board of Trade by which the proceeds of all grain deliveries to England which were tied up by the war exactions, are now to be promptly satisfied by a bonding system that has been agreed upon.

During August the following vessels carried flour and grain abroad: The steamships *Canada*, for Copenhagen, *Laurvik* and *Gothenburg*, 211,200 pounds flour and 124,000 bushels wheat; *Merion*, for Liverpool, 10,000 bushels wheat; *South Point*, for London, 20,770 bushels wheat; *Florida*, for Copenhagen, 462,000 pounds flour; *Pomeranian*, for Glasgow, 1,756,000 pounds flour and 32,000 bushels wheat; *Haverford*, for Liverpool, 609,000 pounds flour and 145,600 bushels wheat; *Maine*, for London, 1,232,000 pounds flour and 86,383 bushels wheat; *Manchester Mariner*, for Manchester, 79,200 bushels wheat; *Carthaginian*, for Glasgow, 2,240,600 pounds flour and 47,000 bushels wheat; *Start Point*, for London, 1,042,580 pounds flour and 70,968 bushels wheat; *Nepos*, for Monrovia, Liberia, 120 barrels flour; *Zuiderdyk*, for Rotterdam, 1,291,560 pounds flour; *Dominion*, for Liverpool, 665,000 pounds flour; *Manchester Inventor*, for Manchester, 72,000 bushels wheat; *Myra Fell*, for Leith, 1,092,000 pounds flour and 109,760 bushels wheat; the total being 10,626,800 pounds flour and 843,721 bushels wheat. The August receipts were 145,822 barrels flour, 2,132,476 bushels wheat, 217,803 bushels corn, and 783,432 bushels oats.

A wide-awake grain man made this smart remark the other day here on 'change: "If wars had to be paid for in spot cash, like commodities in our line, there would be mighty few of them ever occur."

A syndicate of capitalists is being formed in this city to purchase an entire line of modern steamships which are to fly the American and the Philadelphia flags and engage in the merchant trade, but if they don't hurry up President Wilson will get ahead of them.

Assistant Secretary Lorenzo J. Riley and official stenographer of the Commercial Exchange, has returned from an agreeable outing in the Paradise section of the great farming county of Lancaster, Pa.

Elmer P. Keiser, now engaged in the feed business at Poughkeepsie, N. Y., paid a flying automobile visit to this city. For a number of years he represented Chapin and Company in the same line on the grain floor here.

On and after September 15 the order has gone forth about the Bourse and Exchanges that all straw

hats of every variety, yea even the Panama must vanish like the passing cloud and the High Mucky-Muck and his Committee are already preparing the necessary ammunition and weapons to strictly enforce this arbitrary ukase.

Charley Zecker, who runs the telegraph booth for W. P. Brazer & Co., has been at the Atlantic City seashore resort slowly recovering from a sudden attack of heat prostration.

Grass and clover seed are well sold up about this vicinity at present and some old, old stock which was on easy street for a long time, has found a very desirable market.

Labor Day was a closed holiday at the Bourse and among the Exchanges, financial institutions and United States Government, City and State Departments throughout the municipality.

The British steamship *Zurichmoor* is to take out 200,000 bushels of grain from this port for France and the United Kingdom, and the steamer *Sunday* is booked for 180,000 bushels of wheat for the same points.

NEW WEIGHING RULES ADOPTED BY RAILROADS

New and uniform rules governing the weighing and reweighing of carload freight have been promulgated by the American Railway Association and have received the endorsement of the Interstate Commerce Commission and the National Industrial Traffic League, to be applied on all railroads in the United States. The discontinuance of the reweighing of freight in carlots en route or at destination will be the principal change the rules will bring about. These changes will also have the effect of minimizing claims for overcharge due to re-weighing of freight en route by inspection and weighing bureaus.

Briefly, the new rules provide that when errors in weight and description are shown in the original billing the changes shall be adjusted to the proper basis; forms of weight agreement suitable to the character of the business tendered for transportation shall embrace certain specifications and copies of the same shall be filed with the Interstate Commerce Commission.

The agreement shall stipulate that the shipper shall report and certify correct gross weights except where estimated weights are permitted by tariffs or classifications, and correct description of commodities and correct gross tare and net weights; that a representative of the carriers shall have access at all times to the books and other records of the shipper for the purpose of verifying weight reports, etc., that the shippers shall pay promptly all undercharges resulting from incorrect classification of weights and descriptions; that the shipper shall maintain in good condition and have tested frequently all scales used and also shall permit representatives of the carriers to inspect and test them, and that weighing agreements may be cancelled by ten days' notice in writing of either party.

According to reports a sailor recently was suffocated and died at Liverpool as a result of entering the hold of a grain steamer, where a cargo of corn had generated carbon monoxide gas.

Jesse Lowe of Beardstown, Ill., writes: "American Grain Trade: Please discontinue my advertisement of a moisture tester for sale, as same has been sold to a party who said he saw the advertisement in your paper."

An alfalfa stack, valued at \$1,000, was recently burned near Tulare, Cal. Improper curing caused the stack to internally heat and the ever present igniting agency, commonly known as spontaneous combustion, set the stack afire.

Records of traffic through the Soo Canals for the past year show a net tonnage more than three times as great as that passing through the Suez Canal. A total of 316,000,000 bushels of grain is one of the biggest items of the canal's business.



Form Zahm's Red Letter

NOBODY EXPECTED SUCH A TERRIBLE WAR NOR PRESENT PRICES.



ILLINOIS

The Moline Elevator Company, of Moline, Ill., has dissolved.

The elevator at Toluca, Ill., has been taken over by George Waldschmidt.

Penhaeff Brothers, of La Prairie, Ill., have completed their new elevator.

The Divernon Grain Company, of Divernon, Ill., recently filed with the secretary of state a notice of dissolution.

Ed. Haugens, grain dealer at Evans (R. F. D. from Wenona), Ill., has completed the construction of a new elevator.

The Pease & Allen Grain Company, of Chestnut, Ill., has filed an amendment to its charter changing its name to the Pease Grain Company.

J. A. McCreery & Sons, of Gibson City, Ill., decided to wreck their elevator recently damaged by fire and will rebuild at some other point.

The elevators owned by the Ike Livingston Grain Company at Wapello and Heyworth, Ill., have been taken over by J. A. Harrison, of Bloomington, Ill.

The Agnew Farmers' Elevator Company, of Agnew, Ill., recently organized, has purchased the elevator of George W. Burch at that place, for \$3,000.

Farmers in the neighborhood of Cherry, Ill., have purchased the site of the Neola Elevator, recently destroyed by fire, and will erect a \$5,000 building.

Bain Sullivan has purchased a half interest in the Ellis & Garrison Elevator at Industry, Ill., from Amos Ellis, the new firm to operate as Sullivan & Garrison.

More than one hundred empty pocketbooks were found in an empty grain car by Paul Smith, a grain dealer of Padua, Ill., and it is believed that purse-snatchers put them there.

A picnic was greatly enjoyed by the Forest City Grain Company, of Forest City, Ill., on August 25. Willard F. Meyer, of Chicago, delivered a speech on co-operation during the day.

The Ancona Grain & Supply Company, of Ancona, Ill., has been incorporated with a capital stock of \$15,000. The incorporators are George Armstrong, Walter Sixt and C. E. Clayton.

The Coleta Elevator Company, of Coleta, Ill., recently incorporated, is erecting a new elevator at Milledgeville, Ill., and an auto truck will be used for service between the two towns.

The Leonore Farmers' Elevator Company, of Leonore, Ill., has been incorporated with a capital stock of \$10,000. The incorporators are Arthur Elliott, Peter Vogel and William P. Rose.

Scotter Brothers, of Metamora, Ill., are wrecking part of their elevator and a new house of 50,000 bushels' capacity will be erected. The firm has also remodeled its oats storage house.

The Murrayville Farmers' Elevator Company has been incorporated at Murrayville, Ill., with a capital stock of \$7,000. The incorporators are Frank J. Robinson, C. A. Rousey and J. T. Mutch.

The Arcola Grain, Coal & Telephone Company, of Arcola, Ill., has filed an amendment changing its name to the Arcola Farmers' Elevator Company, and increasing the number of its directors from six to nine.

Clarence Elson has purchased the elevators of Harrison Brothers at Chenoa, Ill., and expects to remodel the house located on the Toledo, Peoria & Western Railroad and rebuild the elevator on the Chicago & Alton.

The Porterfield Elevator at Sidney, Ill., now owned by S. E. Bells & Co., of Fort Wayne, Ind., has been reopened following the installation of repairs and improvements. Edward Adams has been employed as buyer for the house.

The Cherry Elevator Company, of Cherry, Ill., has been incorporated with a capital stock of \$6,000, to engage in a general grain, coal, lumber and feed business. The incorporators are William J. Doll, Michael H. Flaherty, John Cahill, etc.

The Farmers' Elevator Company, of Dailey, near Royal, Ill., has been incorporated with a capital stock of \$11,000, to deal in grain, seeds, lumber and other supplies. P. M. Dailey, Thomas Buck, Claus Hoveln and others are the incorporators and Mr. Dailey, of Penfield, Ill., is the correspondent for the company. Dailey is a new town located between

Gerald and Royal, about five miles south of Penfield, on the Chicago & Eastern Illinois Railroad.

Incorporation papers have been filed by the Iroquois Farmers' Elevator Company, of Iroquois, Ill., which is capitalized at \$10,000. The incorporators are R. F. Karr, Jesse Coughenor, J. D. Kelley, Nelson Fanyo, H. B. Hogle, F. E. Hill and F. W. Kee.

S. W. Strong, secretary of the Illinois Grain Dealers' Association, reports the following changes in the ownership of elevators: Geo. Waldschmidt has succeeded R. M. Livingston at Toluca; the La Rose Grain Company has succeeded the Davis Grain Company at La Rose; Clarence Elson has succeeded Harrison Brothers at Chenoa; W. A. Fraser, Jr., has succeeded the W. A. Fraser Company at Galva; F. L. Hough & Co. have succeeded F. L. Hough (mail Woodhull) at Alpha; the elevator at Nekoma has been closed; F. L. Hough & Co. have succeeded the Farmers' Grain Company at Rio; W. A. Fraser, Jr., has succeeded the W. A. Fraser Company at North Henderson; H. A. Hayward has succeeded the F. J. Davis Grain Company at Tremont; Deininger & Son have succeeded Deininger & Wilson at Peotone; McCullough & Son have succeeded Crane & McCullough at Rantoul; the Farmers' Grain Company has succeeded J. E. Tjardes at Cabery; the S. C. Bartlett Company has succeeded F. L. Churchill at Fairbury; R. L. Rathbun has succeeded Harrison Brothers at Meadows; the S. C. Bartlett Company has succeeded F. L. Churchill at Lodemia; J. W. Cromwell & Co. have succeeded W. P. Lewis at Meeks (Georgetown P. O.); W. A. Fraser, Jr., has succeeded the W. A. Fraser Company at Alexis, and the elevator at Orion, Ill., is closed.

EASTERN

The H-O Company has secured permission to erect a steel storage elevator at Buffalo, N. Y., costing approximately \$12,000.

The resolution authorizing the payment of \$13,500 to five squatters for property they occupied on the seawall strip at Buffalo, N. Y., was approved by the mayor of the city, and the buildings on the property will be razed and a track laid by the Pennsylvania Railroad, connecting the mainland with a new 1,000,000-bushel elevator to be built by the Buffalo Harbor Land Company, of which J. Tallman Budd is president.

IOWA

A new elevator has been built at Prairieburg, Iowa.

Pollock & Co. have practically completed their new elevator at Bagley, Iowa.

John Broulik has secured an interest in W. J. Fiala's elevator at Lisbon, Iowa.

Eugene Avery has disposed of his elevator at Bradgate, Iowa, to H. P. Schoonover and a Mr. Ellsworth.

The Hazleton Grain Company, of Hazleton, Iowa, has purchased the elevator of the Kiefer Brothers' estate.

R. J. Woody has sold his elevator at Cedar, Iowa, to Harry McBurney, who took possession on September 1.

The Farmers' Mercantile Company, of Logan, Iowa, has completed a new elevator, which is operated by a gasoline engine.

The directors of the Flugstad Farmers' Grain Company, of Flugstad, Iowa, have extensively repaired and improved their elevator.

The City Council of Eagle Grove, Iowa, recently requested the removal of the Independent Grain & Lumber Company's elevator to another site.

Henry Schwab, of Shellsburg, Iowa, has built a new elevator having a capacity of 11,000 bushels of grain. The building is 29x60 feet in size with concrete floors throughout.

The Farmers' Elevator Company, recently organized at Denison, Iowa, has awarded a contract for the building of an elevator, the new house to be complete by October 15. The contract calls for the expenditure of \$4,890. John Woodruff is president and H. J. Cook is secretary of the new company.

The directors of the Terminal Elevator Company, Sioux City, Iowa, former owners of the large elevator recently destroyed by fire, may decide to build a new elevator, owing to the recent decision of the Interstate Commerce Commission involving a reduction on inbound rates to Sioux City from points

in Nebraska, Iowa, South Dakota and Minnesota. F. M. Pelletier is president of the company.

Carr & McClanahan have succeeded M. R. Chandler in the grain business at Blockton, Iowa.

WESTERN

A new elevator has been erected at Coberg, Mont. The elevator at Shelby, Mont., has resumed operations.

W. A. Cragin is building an elevator at Winifred, Mont.

T. C. Power contemplates the erection of an elevator at Helena, Mont.

The Montana & Dakota Elevator Company has repaired its elevator at McCabe, Mont.

The State Elevator Company, of Cascade, Mont., has completed its new house at Geraldine, Mont.

The Musselshell Valley Grain Company, of Sumatra, Mont., has practically completed its new elevator.

J. C. Burns, Jr., has opened the elevator at Wibaux, Mont., and grain cleaning equipment has been installed.

The Farmers' Co-operative Elevator Company, at Denton, Mont., has been organized with a capital stock of \$20,000.

Articles of incorporation have been filed by the Farmers' Elevator Company, of Brockton, Mont., capitalized at \$15,000.

Phillips & Cochrane have reopened an elevator at Great Falls, Mont., which has been out of commission for several years.

B. F. Antonsen has purchased a site at Three Forks, Mont., on which he is building an elevator of 37,000 bushels' capacity.

Ranchmen of Shasta Valley, Cal., have been considering the matter of establishing a grain elevator and cleaner at Montague, Cal.

A new grain elevator is under course of construction at Shields Siding, near Clydepark, Mont., for K. K. Liquin, of Wilsall, Mont.

A. B. Winkenweden, of Malta, Mont., will manage the Imperial Elevator Company's house at Harlem, Mont., which has been reopened.

The Ilo Rochedale Company, of Ilo, Idaho, has leased the grain warehouse formerly conducted by the Kerr-Gifford Company at that place.

Two new elevators have been completed at Denton, Mont., one for B. F. Antonsen, of Ambrose, N. D., and the other for A. C. Anderson, of Minneapolis, Minn.

The Revere Farmers' Union Elevator & Warehouse Company, of Revere, Wash., has filed an amendment to increase its capital stock from \$3,500 to \$15,000.

The Lewiston Milling Company, of Lewiston, Idaho, has added three wheat storage tanks, each having a capacity of 9,000 bushels, to the six tanks previously used.

Farmers in the neighborhood of Denton, Mont., have purchased the 35,000-bushel elevator erected at that place by B. F. Antonsen. F. E. Osborn will have charge of the plant.

The Geyser Farmers' Elevator Company, of Geyser, Mont., has been incorporated with the following stockholders: F. W. Mitchell, R. J. Walker, J. G. Parker and S. S. Hobson.

The Utah Cereal Company, which will establish a large cereal plant at Ogden, Utah, has prepared to erect six elevators having a capacity of 50,000 bushels. The houses will be of concrete construction.

The Milwaukee Land Company is building seven grain houses, each with a capacity of 5,000 bushels, near Three Forks, Mont. The buildings will be of frame construction erected on cement foundations.

The Seattle Port Commission, of Seattle, Wash., has awarded a contract for the erection of a new elevator equipped to handle grain either in bulk or in sacks. The elevator will consist of a reinforced concrete working house and a storage annex with a separate building for offices and substation, also of reinforced concrete. There will be twenty-five circular bins in the storage annex, each having capacity of 15,000 bushels, and sixteen inter-space bins with a capacity of 3,600 bushels each. It is to be completed within seven months, and will have facil-

ities for unloading 95 carloads of wheat daily. The equipment will handle 20,000 bushels of wheat hourly, while the plant will be fitted with cleaners, smutters and a drying plant. The contract price for the elevator and track scales is \$197,900.

The 45,000-bushel elevator of the Farmers' Elevator Company, at Broadview, Mont., has been completed and is receiving grain. It is fitted with hopper-bottomed bins, two elevator legs, cleaner, etc.

The Christina Farmers' Elevator Company has filed articles of incorporation at Lewistown, Mont., and will operate a 25,000-bushel elevator, now under course of construction at Christina, north of Hilger, Mont. The company is capitalized at \$40,000 and the directors are Carl J. Riddick, J. E. Kertz, James Higgins, John Mously and S. D. Rankin.

The Lompoc Warehouse Company, of Lompoc, Cal., has overhauled its warehouses and placed them in fine condition for the fall crop. The main building has been placed on a new foundation and additional cleaning equipment has been installed.

The annual stockholders' meeting of the Farmers' Alliance Warehouse Company, Albion, Wash., was held recently, when F. P. Peterson was elected a member of the board of directors and to act as secretary and agent for the company. A 10 per cent dividend was declared on the stock.

Stephens, Smith & Co., of Spokane and Seattle, Wash., have filed an amendment to their charter changing their firm name to the Stephens-Smith Grain Company, and additional members have become identified with the corporation. The company's offices in Seattle and Spokane have been retained and new offices have been opened in Portland and San Francisco. The new members of the company are T. W. Smith, E. L. Smith and R. J. Paterson, for many years connected with the firm of Paterson, Smith & Pratt. The Stephens-Smith Grain Company maintains grain warehouses at many points throughout the state of Washington. The Seattle office will be in charge of George W. Smith; Spokane, R. J. Stephens; Portland, R. J. Paterson; San Francisco, T. W. Smith and E. L. Smith.

MINNESOTA AND WISCONSIN

Theo. Paal has secured the St. John Elevator at Dovray, Minn.

T. H. Hilden has leased the Hatch Elevator at Battle Lake, Minn.

The Cargill Elevator Company has repaired its house at Zion, Minn.

F. S. Jacobs has purchased the Fred Doney Elevator at Waupun, Wis.

Fred F. Bade has purchased the old Phelps Elevator at Lake City, Minn.

The Farmers' Elevator Company has been organized at Donnelly, Minn.

The grain warehouse at Marine Mills, Minn., has been changed into an elevator.

Thos. Harstad has purchased the McMichel Elevator at Harmony, Minn., for \$3,000.

Peter Schiltz, of Caledonia, Minn., has purchased the Sprague Elevator at that place.

The Tucker-McGregor Company is building an elevator at Aitken, Minn., 28x30 feet in size.

Dunn Brothers, of Luverne, Minn., have overhauled their elevator for operation this season.

C. C. Dick is building an elevator at Bingham, Minn., 24x30 feet on the ground and 40 feet high.

The Farmers' Co-operative Elevator Company is now operating its new plant at Breckenridge, Minn.

The North Redwood Farmers' Elevator Company, of North Redwood, Minn., has completed a new elevator.

The Farmers' Co-operative Company, of Okabena, Minn., has completed the construction of its new house.

An organization, called the Farmers' Co-operative Elevator Company, has been formed at Plummer, Minn.

At a recent meeting of the Farmers' Elevator Company, Ada, Minn., a dividend of 40 per cent was declared.

The directors of the Barrett Grain Company, Elbow Lake, Minn., have voted to rebuild their grain house.

The Farmers' Co-operative Elevator Company, of Pipestone, Minn., has completed its new 20,000-bushel elevator.

The house of the National Elevator Company, at Melrose, Minn., has been opened with Philip Kolb in charge.

The new Farmers' Elevator at Hanley Falls, Minn., has been completed and has a capacity of 27,000 bushels of grain.

The Great Northern Elevator "X" at Superior, Wis., which was unroofed in a wind storm on May 25, is again in operation, repairs having been completed. In addition to the repair work, improve-

ments were installed, including a sprinkler system for fire protection.

A 40,000-bushel elevator is under course of construction at Crookston, Minn., for the Crookston Milling Company.

The Farmers' Elevator Company, of Wells, Minn., has completed a new coal house having a capacity of eight tons.

The Farmers' Elevator Company has opened for business at Herman, Minn., in the elevator formerly operated by J. E. Arnold.

P. L. Johnson, of Currie, Minn., has purchased a portable grain elevator and expects to build a grain house in the near future.

The Farmers' Elevator & Supply Company, of Tyler, Minn., has completed and is operating its new 20,000-bushel elevator.

The elevator at Ellendale, Minn., owned by the Western Elevator Company, of Winona, Minn., has been repaired for operation.

The Holloway Co-operative Farmers' Elevator Company, of Holloway, Minn., has installed a new gasoline engine in its house.

A contract has been awarded for the building of a warehouse and elevator at Pine City, Minn., for the Rush City Mercantile Company.

The Security Elevator at Waconia, Minn., has been improved by the building of a new foundation under the house and the installation of a conveyor.

The Farmers' Elevator Company, of Okabena, Minn., has sold the old Skewis Elevator to the Sonntag Lumber Company, which will remodel the building for a cement house.

The Farmers' Elevator Company, at Wegdahl, Minn., has completed the building of a concrete addition to its elevator, giving additional storage capacity for more than 40,000 bushels.

The Independent Grain Company, with headquarters at Minneapolis, Minn., has filed articles of incorporation, with a capital stock of \$25,000. The incorporators are Nels Enge, M. Enge and T. N. Enge.

Repairs to the Globe Elevator at Superior, Wis., a part of the interior of which was recently destroyed by fire, have been completed, the cost approximating \$10,000, considerable new machinery having also been installed.

The Cargill Elevator Company has remodeled its elevator at Richmond, Minn., the improvements including a new cupola, a dump scale and the installation of an electric motor for power to replace gasoline engine equipment.

The Farmers' Co-operative Elevator Company, of Northfield, Minn., recently completed a number of improvements in its elevator, including the enlargement of its office space by the building of an addition 10x12 feet in size and the installation of a furnace.

The Farmers' Co-operative Grain Company has been incorporated at Morton, Minn., with the following officers: President, August Daun; vice-president, Paul Schafer; secretary, Frank Zumwinkle; treasurer, Chas. Buscho. The capital stock is \$10,000.

The Eau Claire Farmers' Trading Company, of Eau Claire, Wis., has been incorporated with a capital stock of \$200,000, and is authorized to maintain grain elevators among other activities. The incorporators are George Thorson, J. F. W. Ritsch and C. W. Schneider.

The Farmers' Co-operative Elevator, recently organized by farmers in the vicinity of Hallock, Minn., has taken over the National Elevator at that place, and Chris. A. Erickson is manager for the company. The officers are as follows: President, Olof Johnson; secretary-treasurer, J. A. Swenson; directors, J. H. Bradish, J. A. Ross, Hans Peterson and F. H. Mackenzie.

A certificate of amendment has been filed to the charter of the Farmers' Elevator Company, of Norcross, Minn., increasing the firm's capital stock from \$10,000 to \$20,000, changing the name to the Farmers' Elevator Company of Herman and Norcross, Minn., also naming the principal place of business as Herman, Minn., and stating the highest amount of indebtedness to be \$40,000.

The Farmers' Elevator Company, of Moorhead, Minn., has been taken over by a new company consisting of O. M. Sondrail, the former manager of the elevator, and P. Westling, of Moorhead, Minn., who has been traveling for the Dakota Grain Company for the past two years. It is stated that the new management has secured about two-thirds of the stock and that the remainder will be acquired later.

Farmers in the neighborhood of Huntley, Minn., have filed articles of incorporation, with a capital stock of \$10,000, under the name of the Huntley Farmers' Elevator Company. Until the first annual meeting of the directors in March, the following officers will serve: G. A. Bales, of Winnebago, Minn., president; S. J. Chance, of Granada, Minn., vice-president, and H. R. White, of Huntley, secretary-

treasurer. The company has purchased the elevator of E. H. Christenson.

The Hendrum Co-operative Elevator Company, of Hendrum, Minn., recently purchased the elevator of the old-line company at that place for \$1,200, and the house has been improved for operation.

According to F. E. Lindahl, of the Cargill Elevator Company, which has leased the Belt Line Elevator at Superior, Wis., the new house will be complete by October 1, replacing the elevator destroyed by fire last April. The Barnett & Record Company began the work of reconstruction in May, and the new house will have a capacity of 2,000,000 bushels. It is the intention of the Cargill Company to use the house exclusively for barley.

The Bennett Grain Company has purchased the Nachbar Elevator at Winnebago City, Minn., while C. A. Nachbar & Co. have taken over the Waldren and Christenson Elevators. Also, the Bowman Lumber Company has secured the St. John Elevator for a lumber storage house. Winnebago City now has but two grain buyers instead of four, as previously. Ed Babcock will continue to buy grain for the Bennett Company, while C. A. Nachbar will buy for his firm.

SOUTHERN AND SOUTHWESTERN

Crowell Brothers are building a new office building at Alva, Okla.

The Cozart Grain Company has opened for business at Cheyenne, Okla.

S. J. Stallings has built a storage house for grain, hay and feedstuffs at Littleton, N. C.

The Evans Grain Company, of Pharr, Texas, has been incorporated with a capital stock of \$5,000. The incorporators are Marvin Evans, Fred Diefenbacher and Otis Pelt.

The Central Elevator & Warehouse Company, operating the elevators and warehouses in the Illinois Central terminals at New Orleans, La., recently took out a public warehouse license.

Incorporation papers have been filed by the Tom Hill Grain Company, of Little Rock, Ark., capitalized at \$25,000. Tom L. Hill is president; Gus Breitke, vice-president, and H. T. Terry is secretary and treasurer of the company.

OHIO, INDIANA AND MICHIGAN

Farmers have completed an elevator at Savannah, Ohio.

Chapple & Skeouch have sold their elevator at Amble, Mich., to O. C. Waldo.

The Home Grain Company, of La Grange, Ind., has increased its capital stock \$6,000.

The elevator at Berlein (mail Angola), Ind., has been taken over by the Home Grain Company, of La Grange, Ind.

The Pigeon Co-operative Elevator Company, of Pigeon, Mich., has been incorporated with a capital stock of \$30,000.

The Farmers' Co-operative Elevator Company, of Monticello, Ind., has secured additional land adjoining its property.

It is stated that an elevator will be erected at Akron, Mich., on a site adjoining the Detroit, Bay City & Western Railway.

Richards Brothers & Co. are building an addition to their elevator at New Hope (Campellstown P. O.), Ohio, which will be used for feed.

A new elevator has been constructed at Bradley, Mich., and the Detroit, Bay City & Western Railway has extended a siding to the house.

Charles S. Sprague has associated with him in the elevator business at St. Johns, Mich., his son-in-law, Myron Ward, under the firm name of Sprague & Ward.

Philip Horn, grain dealer at Monroeville, Ohio, has arranged to build an elevator at Bellevue, Ohio, on a site adjoining the Nickel Plate tracks, to handle seed corn.

A fine new concrete and brick elevator is in process of construction at Lawrenceburg, Ind., for W. P. Squibb & Co. It will have a capacity of 24,000 bushels.

C. W. Schaffer, of Conover, Ohio, has sold his elevator to farmers of that vicinity who will be incorporated as the Conover Elevator Company. The capital stock is \$10,000 and the incorporators are William Caven, F. H. McGuffey, W. B. Moon and A. J. Brautner, of Conover, and B. F. Smith, of Troy.

The Miller Brothers' Grain Company has purchased the Baxter Elevator at Marion, Ohio, and F. R. Miller, of Williamsport, Ohio, will be placed in charge of the house. The company operates a chain of elevators in southern Ohio, and will handle feed, coal and flour at Marion, in addition to grain.

The Caro Farmers' Co-operative Elevator Company, recently incorporated at Caro, Mich., has begun business in the buildings of the Caro Elevator Company, recently purchased. John McAllister, recently with the Caro Elevator Company, has been

secured as manager. The consideration for the property was \$16,000.

MISSOURI, KANSAS AND NEBRASKA

Johnson & Son are building an elevator near Trent, Kan.

An elevator has been erected at Page, Kan., for A. C. Ward.

An elevator has been erected at Brownell, Kan., by J. M. Kindal.

L. A. Jordan has leased and is operating the elevator at Winona, Kan.

Work is progressing on a new Farmers' Union Elevator at Clifton, Kan.

A new grain house has been completed for operation at Bloomington, Neb.

The Farmers' Association has erected an addition to its office at Vehling, Neb.

The Little Lumber Company has purchased the Peavey Elevator at Lyons, Neb.

The work of building J. K. Richardson's new elevator at Kiowa, Kan., is under way.

Kemper & Bowman have erected an addition to their elevator at New Bloomfield, Mo.

The J. L. Fredrick Grain Company recently completed an elevator at Union Star, Mo.

The Miller Grain Company, of Wichita, Kan., will build an elevator at Norwich, Kan.

The elevator of the Central Granaries Company, at Imperial, Neb., has been reconstructed.

The C. W. Hornaday Mercantile Company has completed its new elevator at Sidney, Neb.

The Wichita Flour Mills Company, of Wichita, Kan., has purchased the Nevling Elevator.

The Atlas Elevator Company is preparing to build an elevator and coal sheds at Waterbury, Neb.

Incorporation papers have been filed by the Farmers' Elevator Company, of Chappell, Neb.

An elevator will be erected at Kingman, Kan., by the Missouri & Kansas Hay & Grain Company.

An elevator will be erected at Medina, Kan., by L. H. Kimmel and Roy Yost, of Oskaloosa, Kan.

The Omaha Elevator Company has reopened its house at Gibbon, Neb., which has been idle for three years.

The Wilson Elevator Company has resumed operations at Coffeyville, Kan., after several months' idleness.

Black Brothers, of Blue Springs, Neb., have been succeeded by the Homesville Farmers' Elevator Company.

The elevator at Daykin, Neb., recently damaged by fire, is being reconstructed by the Lincoln Grain Company.

Frank A. Gustafson has secured the Coburn Elevator at Sargent, Neb., and placed the house in operation.

William and John Boche have purchased the controlling interest in the Pierce Elevator Company at Pierce, Neb.

The Moudy Grain, Ice & Coal Company, of Harrisonville, Mo., has been taken over by J. C. Brookhart & Co.

The Farmers' Union Elevator & Mercantile Company, of Baker, Kan., has been incorporated with a capital stock of \$10,000.

The North Platte Hardware & Elevator Company, of North Platte, Neb., has been incorporated with a capital stock of \$30,000.

The Moritz Lumber & Grain Company has sold its elevator at Prosser, Neb., to the Farmers' Elevator & Lumber Company.

The Kansas Flour Mills Company has disposed of its elevator at Codell, Kan., to the Farmers' Elevator Company at that place.

It is understood that the Shellabarger Mill & Elevator Company will build an elevator in the neighborhood of Salina, Kan.

It is said that farmers in the vicinity of Memphis, Neb., are interested in the establishment of an elevator business at that place.

An addition, 14x40 feet in size, has been built to the elevator of J. N. Stewart & Son, at McCune, Kan., to be utilized for a feed room.

The Missouri & Kansas Hay & Grain Company has leased a site at Kansas City, Mo., for five years, on which it will erect a grain elevator.

James Vansickle has completed a 10,000-bushel elevator on his farm in Stafford County, Kan., and has equipped it with cleaning machinery.

It is reported that Lee Lewis will build an elevator at Rich Hill, Mo., which will not only handle grain, but also hay and other farm products.

It is reported that three elevators will be erected in Livingstone County, Mo., on the Wabash Railroad, at Loek Springs, Carlow and Sampsell.

The Farmers' Elevator Company, of Kimball, Neb., has elected E. E. Goding, president of the organization, and G. W. Perry, secretary. The com-

pany is considering the matter of building an elevator.

C. A. Dundon has sold his elevator at Burrton, Kan., to the N. Sauer Milling Company, of Cherryvale, Kan., and F. W. Stevens, of Wichita, Kan., has been appointed manager.

Larabee Brothers have disposed of their interest in the Southwest Kansas Grain Company, Stafford, Kan., to E. Smart and G. D. Estes, and the latter will manage the business.

Articles of incorporation have been filed by the Farmers' Grain & Stock Company, of Kearney, Neb., capitalized at \$10,000. The incorporators are Chris Lantz, A. R. Crosby, W. F. Vest and others.

An organization has been formed at Atwood, Kan., by members of the Farmers' Union, who will erect a temporary grain house of 3,000 bushels' capacity, while an elevator will probably be erected later.

The firm name of the Arcola Grain & Coal Company, Arcola, Mo., has been changed to the Arcola Farmers' Elevator Company, and the number of directors has been increased from six to nine.

A grain elevator costing about \$6,000 will be erected at Valley, Neb., this fall by 25 farmers of that vicinity, who have incorporated the Farmers' Co-operative Association with \$15,000 capital stock, to deal in grain, hay, live stock and merchandise. The incorporators include C. W. Miller, A. E. Burke, John C. Peterson, C. L. Waterman, Henry Peterson and others.

The Farmers' Union Co-operative Association, of Mitchell County, Kan., organized in 1911 with a capital stock of \$5,000; increased to \$15,000 in 1912 and in 1913 to \$45,000, contemplates a further increase to \$135,000 this year. The company is said to include more than 1,000 stockholders and it operates five elevators in the county with stores in four of them.

The new elevator of the Chicago, Burlington & Quincy Railroad at St. Joseph, Mo., will have a foundation consisting of 392 concrete piles, each 16 inches square and 25 feet long, while the superstructure will consist of 16 concrete tanks, each 16 feet in diameter and 85 feet high. In addition to the storage room available in the tanks, the spaces between the tanks will be utilized for grain, which will be elevated into the house by automatic chutes. The house will have a capacity of 250,000 bushels, and the contract was awarded the Burrell Engineering & Construction Company, of Chicago.

CANADIAN

An elevator will be erected at Duck Lake, Sask., by the Duck Lake Milling Company, Ltd.

Construction work on the new concrete elevator of the Maple Leaf Milling Company, Ltd., at Medicine Hat, Alta., is under way.

The new lease on the Manitoba Government elevators, secured by the Grain Growers' Grain Company, Ltd., went into effect on September 1.

James Carter, Sr., of Elcott, Sask., has purchased a grain warehouse at Paisly, near Newport, N. D., formerly owned by the Occident Elevator Company, which he has removed to Elcott, where he is building an elevator.

The Interior Elevator Company, Ltd., of Winnipeg, Man., has filed articles of incorporation with a capital stock of \$100,000. The incorporators are Norman McLeod Patterson, John S. Blair, George Saunders, of Winnipeg, and Donald McKay and William F. Roche, of Fort William.

THE DAKOTAS

The Farmers' Union at Braddock, N. D., is building a new elevator.

The Farmers' Equity Union, of Velva, N. D., has purchased an elevator.

Elevators are under course of construction at Newman and Merricourt, N. D.

The Victoria Elevator Company has secured additional land at Charbonneau, N. D.

The Farmers' Elevator, at Logan, N. D., has been enlarged and improvements added.

The Farmers' Union began work on its new elevator at Linton, N. D., last month.

The Northwestern Elevator at Milton, N. D., has been entirely overhauled and improved.

The Columbia Elevator Company has purchased the Reliance Elevator at Hazelton, N. D.

The Minnekota Elevator Company will build an addition to its elevator at McHenry, N. D.

The Hunting Elevator Company has opened its new steel-clad elevator at Harrisburg, S. D.

The new elevator of the Farmers' Co-operative Association has been opened at De Smet, S. D.

The Star Elevator Company, of Jamestown, N. D., is building elevators at Klose's Spur and Melville, N. D.

The Farmers' Elevator Company, of Revillo, S. D., has been incorporated with a capital stock of \$5,000. The incorporators are John Drube, Chas.

Polfus, H. H. Hoffman, H. E. Jones and A. H. Gearman.

The Farmers' Elevator Company, of Montpelier, N. D., has remodeled its office and power house.

The Occident Elevator, at Kenmare, N. D., was recently improved for the handling of the fall grain crop.

The Farmers' Union Elevator Company, of Hazelton, N. D., is completing its new 40,000-bushel elevator.

A Mr. Love, of Fargo, N. D., has leased the Independent Elevator at Osnabrock, N. D., owned by Thos. Barry.

The Farmers' Elevator at Buttzville, N. D., has been completed and feed-grinding equipment has been installed.

The Almont Farmers' Elevator Company has been organized at Almont, N. D., and will either build or buy a house.

The Haynes Equity Union Exchange, of Haynes, N. D., has purchased the Hokenson Elevator at that place for \$5,800.

The three elevators destroyed by fire at Hartland, N. D., some time ago, are being reconstructed with greater capacity.

A dividend of 30 per cent was recently declared at a meeting of the Hatton Farmers' Elevator Company, Hatton, N. D.

The Burt Equity Exchange recently incorporated at Burt, N. D., has built a new elevator with a flour room and power house.

The capacity of the Amenias Elevator Company's house at McArthur, N. D., has been doubled by the building of an addition.

The equipment of the Bagley Elevator Company, at Griffin, N. D., has been purchased by the Western Lumber & Grain Company.

An automatic scale and a man-lift have been installed in the Farmers' Elevator at Hastings, N. D., and a cleaner may be added.

The Edmore Farmers' Shipping & Supply Company, of Edmore, N. D., has purchased the St. Anthony Elevator at that place.

The Farmers' Elevator at Hannah, N. D., has been improved to facilitate the handling of grain and a new man-lift has been installed.

An addition, 20x24 feet in size, has been constructed to the Farmers' Elevator at Labolt, S. D. It has a capacity of 15,000 bushels.

Geo. P. Sexauer & Son have completed the construction of a new elevator at Lake Preston, S. D., and Jos. Funk is in charge of the house.

The Farmers' Elevator Company, of Rawson, N. D., has completed a new elevator and C. E. Watts, of Williston, N. D., is in charge of the house.

The Brampton Farmers' Mutual Elevator Company, of Brampton, S. D., has purchased the Farmers' Union Elevator at that place from A. T. Cooper.

The elevator and coal sheds of the Crown Company at Goodrich, N. D., have been purchased by the Goodrich Farmers' Educational & Co-operative Union.

The International Elevator at Walhalla, N. D., has been remodeled and a new office building has been erected, while new equipment includes a grain cleaner.

H. E. Miller and Jay Stiles have leased the Northwestern Elevator at Ellendale, N. D., and are operating under the firm name of the Miller-Stiles Company.

C. J. Alister has sold his elevator at La Moure, N. D., to the Andrews Grain Company, of Minneapolis, Minn., the former owner, and A. Y. Anketell has been engaged as buyer.

The Peters Elevator Company has been incorporated at Napoleon, N. D., with a capital stock of \$6,000. The incorporators are W. H. Savage, A. F. Sheldon and W. M. Noddings.

The Farmers' Co-operative Association, of Goodrich, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are John Glover, Ed. Papke and J. W. Knepper.

The Glen Ullin Elevator Company of Glen Ullin, N. D., has been incorporated with a capital stock of \$10,000. Among the incorporators are Leonard Lidstrom, Peter Kastues and M. Hermes.

Articles of incorporation have been filed by the Hoven Equity Exchange, of Hoven, S. D., capitalized at \$10,000. The incorporators are John Pitz, John Danweld, John Artz, Michael Kiser and Steve Gross.

The Farmers' Elevator Company, of Parshall, near Plaza, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are Henry Westlie, C. A. Peterson and Scott J. Hurst, all of Plaza, N. D.

The Farmers' Elevator Company, of Shields, N. D., has been incorporated with a capital stock of \$15,000. The directors are Harry Grieve, C. J. Klahn, Mike Brown, Morris Carlson and Harry Grudem. The company has awarded a contract for

a 30,000-bushel elevator and the equipment will include a feed mill, the plant to cost \$6,900.

To replace the elevator at Taylor, N. D., recently destroyed by fire, the farmers are building a new 45,000-bushel house, and an electric light plant will be installed, which will furnish lights for the city.

The Courtenay Farmers' Co-operative Association, of Courtenay, N. D., has been incorporated with a capital stock of \$15,000. The incorporators are J. H. Albrecht, F. A. Kellogg and John Kasper.

Articles of incorporation have been filed for the Standard Grain Company, of Egan, S. D. The capital stock is \$10,000 and the incorporators are Albert Antoine, Louis Hemmer and Wm. Johnson.

The Farmers' Elevator Company, of Manitou, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are H. M. Tosdal, of Manitou, and Edw. Texel and H. E. White, of Ross.

Coffey & Carlson, grain dealers at Clear Lake, S. D., are building a new elevator adjoining their present houses which have a capacity of 22,000 bushels. The new structure will have a capacity of 18,000 bushels.

Incorporation papers have been filed by the Farmers' Elevator Company, of Kuroki, N. D., the capital stock \$10,000. The incorporators are Erick Sannes, of Westhope; F. H. Kunkel, of Kuroki, and Hector McLean, of Anther, N. D.

The Farmers' Union Elevator & Mercantile Company, of Regan, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are A. N. Blehrud, R. J. Dyrland, both of Regan, and D. E. Spangberg, of Wilton.

U. Welch, of Merricourt, N. D., has secured the controlling interest in the Burnstad Elevator Company, at Burnstad, N. D. The company will install a feed mill, while coal and wood will be handled in addition to grain and feed.

The Heising Elevator Company, of Northwood, N. D., recently purchased the elevator of the Andrews Grain Company and J. S. Nelson has been placed in charge of the house. The former company lost its elevator by fire last February.

The Victoria Elevator Company is building an addition to its elevator at Tioga, N. D., which is 28x30 feet on the ground and 40 feet high. The completed structure will have a capacity of 25,000 bushels and the entire house, 42,000 bushels.

The Gunder Olson Grain Company, of Alexander, N. D., which has completed a new elevator, has been incorporated with a capital stock of \$25,000. The incorporators are Gunder Olson, of Grafton, N. D.; P. R. Hendricks and G. C. Gunderson, of Alexander.

A charter has been granted to the McClusky Farmers' Elevator Company, of McClusky, N. D., capitalized at \$15,000. The incorporators are A. C. Booth, C. O. Bennett, J. H. Register, A. J. Kramer, Conrad Hahn, Joe W. Turnbull and Andrew Schachais.

The Bowman Equity Exchange, of Bowman, N. D., has been incorporated with a capital stock of \$30,000. The incorporators are Nels Boxeth, of Bowman; S. D. Faris and Wm. C. Farner, of Cheneseth; O. M. Ring, of Ring, and R. O. Bryant, of Amor.

Capitalized at \$50,000, the German Grain Company, of Strasburg, N. D., has been incorporated by the following: A. J. Baumgartner, Milicher Brickner, L. E. Mastel, Joseph Dillman, Romanus Brickner, all of Strasburg, and E. G. Terwillinger, of Minneapolis.

The Farmers' Co-operative Elevator Company, of Dunn Center, N. D., recently organized, has elected the following officers: W. C. Pelton, president; L. G. Helgeson, vice-president; C. C. Tweed, secretary; John Bang, treasurer, and Henry Buehner, Thos. Ellestad and B. R. Iverson, directors.

Incorporation papers have been filed by the Rugby Elevator Company, of Rugby, N. D., capitalized at \$100,000. The incorporators are Charles Jennison and Arthur K. Grube, of Williston, N. D.; Hernan O. Frank and Wm. J. Miller, of Minneapolis, and Warren J. Jennison, of Fairview, Mont.

The Werner Equity Elevator & Trading Company, of Werner, N. D., has been incorporated with a capital stock of \$20,000. The incorporators are Edw. Herbert, Alfred Kling, C. B. Howard, Ambrose Donohoo, Nils Thorstad and Harry Scott, of Renville, N. D., and Ben Rustad, of Bailey, N. D.

The F. M. Tusia Grain Company, of Egan, S. D., has filed articles of incorporation with a capital stock of \$10,000. The incorporators are Frank M. Tusia, George R. Lanning and Mary Lanning. The company recently completed a fine new 30,000-bushel elevator which replaced two elevators built in 1879.

The Lemmon Equity Exchange, recently incorporated at Lemmon, S. D., to deal in grain and produce, has taken over the Bagley Elevator at that place, the consideration, \$5,500. The company has elected the following officers: Edmund Ward, president; William Duell, C. G. Scheneberger and Harley Jennings, directors.

ASSOCIATIONS

OUTING AT LAKE MAXINKUCKEE

The second annual outing of the Indiana Grain Dealers' Association and Indiana Millers' Association, held at Culver, on Lake Maxinkuckee, Indiana, September 5, 6 and 7, was a decided success from every viewpoint. About 30 members and their families were present during the three days, some arriving on Friday and others on Sunday.

Lake Maxinkuckee is 13 miles around and is an ideal place for an outing of any kind, having facilities for the best of bathing, boating and fishing. Boat houses, cottages and bungalows of the better type surround the lake. Situated on the west shore in a picturesquely wooded spot within 30 feet of the lake is the Lakeview Hotel, headquarters of the Associations. The Culver postoffice, railway station, Culver Military Academy and the Palmer House, which was headquarters of the party last year, are all within 10 minutes' walk of the hotel.

There was always something doing for the visiting grain men and millers. A program of interest was laid out by Charles B. Riley, secretary of the Grain Dealers' Association, but owing to death in the family Mr. Riley was unable to attend. The

evening the talented proved popular in an entertainment and musical participated in by all. During the three days' outing the visitors had free use of the boats and piers for swimming, fishing or boating parties. Many took advantage of the opportunity of playing on the tennis courts on the academy grounds.

THE ATTENDANCE

Mr. and Mrs. H. H. Deam and daughter, Bluffton; Mr. and Mrs. Elverett Reveal, Lebanon; A. E. Betts, Frankford; C. H. Johnston, Laporte; Mr. and Mrs. Frank Kelley, LaFayette; Mr. and Mrs. J. Carver Strong and family, Chicago; L. K. Gehring, Indianapolis; J. T. Gehring, Indianapolis; Walter J. Kemp, Indianapolis; Mr. and Mrs. L. M. Smith, Chicago, Ill.; H. A. Brown, Chicago, Ill.; Mr. Wm. Frank, Frankford; Mr. and Mrs. Ed. K. Shepperd and son, Indianapolis; Neil Barlow, Kokomo; Mr. and Mrs. C. B. Jenkins and family, Noblesville; Mr. and Mrs. Frank Witt, Indianapolis; Mr. and Mrs. G. O. Hazenrigg and daughter, Cambridge City; Mr. and Mrs. Charles Ashbaugh and daughter, Frankford; Mr. and Mrs.



A HAPPY GROUP AT THE LAKE MAXINKUCKEE OUTING

plans, however, were carried out by President H. H. Dean, of Bluffton, to the satisfaction of the crowd. Every train on Saturday, the first day of the outing, brought in grain men and their families. No special arrangements were carried out for the entertainment of the visitors until evening, when about 100 assembled for the dance at the Lakeview Hotel. During the day many donned bathing suits and splashed around in the lake; others took bait and line and anchored in the middle of the lake.

CULVER MILITARY SCHOOL

One of the main features and most enjoyable features of the outing was the trip through the grounds and buildings of the famous Culver Military Academy on Sunday morning. Under the guidance of Captain W. A. Fleet, of the Culver School, nothing was left under cover. The school grounds and buildings cover an area of over 300 acres with a water frontage of 1,000 feet or more. Many piers project into the lake completely equipped with diving piers, swinging rings and sliding boards. The outside sleeping quarters, barracks, riding hall, gymnasium, stables, class rooms, executive's offices and dining hall were points of considerable interest during the trip through the buildings. The dining room, kitchen and bakery were of particular interest. The dining room on the main floor of the mess hall accommodates 600 students and teachers. Five hundred pounds of flour are used in the daily baking; this and the flour storage room was of particular interest to millers.

Sunday afternoon the officials of the Culver Military Academy provided three launches to take the party for a two-hour trip around the lake. Sunday

Fred Fox, Tipton; F. G. Heinmiller, LaFayette; Mr. C. H. McEwan, Indianapolis.

CIRCULATE MONTHLY LETTER

With the view to establishing a closer acquaintance and relationship with the grain dealers in the territory covered by the Western Grain Dealers' Association and the members in particular, a monthly letter is now published for the purpose of disseminating pertinent information. Briefly the September letter contains the following: Mr. C. V. Cox, of Des Moines, Iowa, has been retained by the Board of Directors of the Association as its general attorney; also articles on Grain Purchase Contracts; Liability of Telegraph Companies; and The importance of elevator, equipment, and premises being in the best possible condition to prevent the occurrence of fire loss.

NEW YORK HAY ASSOCIATION CONVENTION

Over three hundred delegates attended the ninth annual convention of the New York State Hay Dealers' Association at Syracuse, N. Y., August 14.

Hon. Calvin J. Huson, New York State Commissioner of Agriculture, addressed the gathering with some remarks on the Progress and Development of Agriculture in the Empire State, especially in the enormous output of hay. Professor Clyde H. Moyer, of the State College of Agriculture at Ithaca, followed Mr. Huson, with an excellent talk on "Timothy Breeding," illustrating many points with stereopticon views.

The new officers of the Association for the com-

ing year are: President, Charles A. Coleman, Lyons, N. Y.; vice-president, A. E. Bullard, Philadelphia, N. Y. Secretary, Willis Bullock was unanimously re-elected to the office of secretary-treasurer, with an increase in salary.

MISSOURI GRAIN MEN ORGANIZE

The Missouri State Grain Dealers' Association, which was tentatively formed from the Southwestern Missouri Association at Sedalia, Mo., on July 25, held its second meeting at the Coates House, Kansas City, August 22 to effect a permanent organization.

President Mann presided at the meeting and about 50 members from all parts of the state were present. Twelve new members were added bringing the membership to 125. Before the campaign is over it is expected that every dealer in the state will become a member.

The temporary officers named at Sedalia will remain in office until January 1, 1915, when new officers will be elected. In addition C. B. Talbott, of Laclede, was elected as a second vice-president to represent the northern Missouri district. The other officers are J. D. Mann of Montrose, president; W. D. Schmitt of Appleton City, first vice-president, and A. S. Sullivan of Nevada, secretary-treasurer.

Five directors were elected from the southern part of the state, viz.: J. A. Elliott, Lebanon; W. H. Hurley, Clinton; J. C. Eggers, Herman; Jesse Clup, Warrensburg, and J. S. Klingerberg, Concordia. Five additional directors will be elected from the northern part of the state at the next meeting to be held at Moberly on September 22.

President Mann stated that the object of the organization is not to control or to dictate quotations to grain buyers but to get together to improve some of the conditions that now exist and do business as efficiently as similar organizations in Kansas, Oklahoma, Texas, Nebraska and Iowa. It is also planned to do away with the cutthroat competition that is harmful to dealers. Another question that will receive attention is the sack question. Many dealers have quit the furnishing of sacks to farmers and others want to do so but are afraid it will impair their business.

A convention that will last several days is planned for the coming winter. By motion it was voted that the selection of the place and the dates should be left in the hands of the directors.

John L. Messmore of St. Louis Merchants' Exchange, invited the association to meet in St. Louis.

E. D. Bigelow, secretary of the Kansas City Board of Trade, addressed the meeting mentioning the present European war and its effect on the grain business.

The attendance—A. E. Asbury, Jr., Higginsville; J. R. Baker, Ragmore; S. W. Barr, Butler; P. D. Blake, Stanberry; C. F. Breed, Garden City; T. A. Bryant, St. Louis; A. L. Crispin and E. P. Crispin, De Witt; J. J. Culp, Warrensburg, and S. J. Dualey, Knob Noster; J. E. Eichelberger, Eldorado Springs; J. A. Elliott, Lebanon; J. L. Frederick, St. Joseph; E. L. Frerking, Blackburn; R. C. Frerking, Corder; G. A. Gunnell, Gorin; C. E. Gorman, Wakenda; T. J. Halsey, Holden; O. M. Harrison, Glasgow; A. B. Harriman, Pilot Grove; A. C. Harter, Sedalia; G. W. Helm, St. Joseph; H. H. Horstmann, Alma; W. H. Hurley, Clinton; G. M. Kaumans, Montrose; J. S. Klingenberg, Concordia; J. D. Mann, Montrose; G. E. Marshall, Archie; A. H. Memershagen, Higginsville; Arch McGillroy, Mendon; J. C. McKee, Westboro; J. K. Quick, Dalton; S. L. Rissler, Pleasant Green; W. D. Schmitt, Appleton City; C. B. Talbott, Laclede; W. H. Trenchard, Harden; C. Wayland, Carrollton; Wm. Wollard, Dunnigan; M. R. Zener, Schell City; J. D. Mead, Ft. Scott, Kansas; W. P. Peckerill, Clafin, Kansas; Max M. Patton, Des Moines, Ia.; C. A. Johnston, Ft. Madison, Ia.; J. L. Messmore, St. Louis, Mo.; B. L. Slack, St. Louis, and C. L. Wright, St. Louis.

ASSOCIATION BRIEFS

The Northwest Oklahoma Grain Dealers' Association met on August 28 at Woodward, Okla. C. F. Prouty, secretary of the association, advised caution and common sense in the handling of the embargo and export contracts.

The Alfalfa Association of South Dakota had an impromptu meeting in the Alfalfa Palace at the State Fair, Rapid City, S. D., on August 28. The booth was in charge of John L. Burke, Chas. B. Hunt and George C. Wagner.

Four new members have been admitted to the Illinois Grain Dealers' Association during the past month. They are: Waldschmidt & Schneider, Metamora; S. A. Hayward, Tremont; McCullough & Son, Rantoul; J. M. Kautz, Mt. Pulaski.

At a meeting of representatives of the Ohio, Iowa, Indiana, Illinois and Kansas State Associations in Chicago on August 29, attention was called to the danger of continuing the practice of selling graded corn for delivery during the winter months, as in the past, since 3 corn under present grades must not contain more than 17½ per cent of moisture.

FIRES—CASUALTIES

An elevator at McBrides, Mich., was burned on August 17, with a loss of about \$6,000.

The elevator of the Acme Grain Company, at Jarvis, N. D., was slightly damaged by fire recently.

Last month the feed and grain store of Greer Brothers at Philadelphia, Pa., was slightly damaged by fire.

Sparks from a passing engine ignited an elevator at Waterbury, Neb., last month, when the house was destroyed.

The elevator of the C. S. Christensen Company, at Lewisville, Minn., was slightly damaged by lightning on August 14.

A fire in the basement of J. E. Ervine & Co.'s elevator at Houston, Texas, was extinguished by chemicals, on August 30.

The Farmers' Elevator at Schaller, Iowa, was completely destroyed by fire on August 16. The house was nearly full of grain.

Fire destroyed a grain and hay warehouse at Los Molinos, Cal., on August 27, together with 600 tons of new hay and 2,000 sacks of grain.

Several thousand bushels of oats were spilled on the ground, when the new addition to the Baldwin Elevator at Ivesdale, Ill., gave way recently.

The elevator of T. J. Heald at Aledo, Ill., was somewhat damaged by fire recently, which was extinguished before the fire department arrived.

A spark from a passing engine is said to have caused the fire that destroyed the elevator of Hanson & Cassady, at Dean, Iowa, on August 17.

The grain elevator of B. W. Brown at Concord, Mass., with its contents was entirely destroyed by fire on August 20, the loss amounting to about \$8,000.

Six horses belonging to J. Tierney & Co., grain dealers at St. Paul, Minn., were burned to death in a barn on August 30, the loss estimated at \$3,000.

A hay barn near Grants Pass, Ore., owned by the Leonard Orchard Company, and containing about 60 tons of hay, was destroyed by fire on August 15.

T. C. Herron, manager of the Bryce Elevator at Watseka, Ill., discovered a blaze in the top of the house on August 18 in time to prevent a serious fire.

The Olafson Grain Company's elevator at Elmwood, Man., was practically destroyed by fire last month with a loss of about \$50,000, covered by insurance.

The warehouse of the C. H. Gergman Elevator Company, at Eau Claire, Wis., and other buildings were destroyed by fire on August 15, causing a loss of \$5,000.

One of the bins in the elevator of Horner & Outlaw, at Saybrook, Ill., collapsed on August 18, spilling about 3,000 bushels of corn on the ground and nearly wrecking the house.

The T. B. Hord Elevator at Rogers, Neb., was destroyed by fire on August 17, causing a loss of \$15,000, with approximately \$12,000 insurance. The loss included about 8,000 bushels of grain.

Lightning struck the elevator of G. S. Dole at Kewanee, Ill., and burned a large hole in the roof. A downpour of rain followed the bolt of lightning and aided in saving the house from destruction.

The elevator at Pinney, three miles north of Pipestone, Minn., owned by Stair, Christensen & Timmerman, of Minneapolis, recently burned. The house was empty and the loss was estimated at \$5,000.

Last month, the elevator at Lowe Farm, Man., owned by the Winnipeg Elevator Company and C. E. Anderson, and operated by the latter, was burned with a loss on the building of \$3,810, covered by insurance.

The building of the Farmers' Elevator Company at Grand Forks, N. D., was considerably damaged by lightning on August 22, when a bolt struck the cupola of the house and tore its way down through the structure.

The Williams Elevator at Andover, S. D., was damaged by fire on August 13. As waste saturated with kerosene was found under the foundation of the building, the blaze was evidently the work of an incendiary.

On September 1, the engine room of the Etna Grain & Milling Company, at Etna Green, Ind., was struck by lightning, causing a fire that destroyed more than \$100,000 worth of property, it is said. Despite a heavy rain, the fire spread rapidly, and before the flames could be checked the mill, elevator and warehouse of the Etna Company and other

property were destroyed. The elevator was well filled with wheat and oats.

The "Floriston," a tramp steamer, loaded with grain, plying from Montreal, Que., to Avonmouth, England, collided with a barge on August 30, and was compelled to run ashore on the western coast of Newfoundland.

Damage estimated at \$50,000 resulted from a fire in the elevators of the William E. Livingston Company at Lowell, Mass., on August 15. A large quantity of hay, grain and straw was destroyed, with part of the building.

W. C. Brokaw, manager of the elevator at Princeton, Ill., suffered painful injuries on August 15, when he caught his arm in a belt while adjusting some machinery. He managed to free his arm, but the ligaments were severely wrenched.

Fire destroyed the Farmers' Elevator at Adams, N. D., on August 15. It is said that the house had been practically emptied of grain the day previous to the fire and that no one had been in the building 30 hours before the flames were discovered.

The elevator at Letcher, S. D., owned by the Crawford Grain & Elevator Company and operated by the Farmers' Elevator Company, was destroyed by fire on August 21, caused by a bolt of lightning. The house contained 12,000 bushels of grain.

A grain duct under the dock at the Exchange Elevator, at Buffalo, N. Y., owned by the Charles Abell Company, was ignited by sparks from craft in the harbor on August 14 and, although the flames were difficult to reach, not much damage was done.

Irving Bible, superintendent of building construction for the Crabbs-Reynolds-Taylor Grain Company, fell from a scaffold while inspecting the company's new elevator at Reynolds, Ind., on August 18, breaking his left arm and fracturing a knee-cap.

The Intercolonial Railway is said to have suffered a loss of approximately \$1,000,000 when its elevator at St. John, N. B., was destroyed by fire, supposed to have been the work of spies. At the time of the fire, there were over 350,000 bushels of grain in the house.

The burning stub of a cigarette is believed to have caused the fire that destroyed the Neola Elevator at Cherry, Ill., entailing a loss of \$10,000. The house contained about 4,000 bushels of oats and 500 bushels of rye. The loss was partially covered by insurance.

Fire at Chariton, Iowa, on August 22, caused a loss of \$80,000, the burned structures including the elevator of G. J. Stewart & Co., which is said to have contained a considerable amount of grain. The grain company's loss was about \$40,000, partially covered by insurance.

Fire of mysterious origin completely destroyed the recently built feed store of Heaton & Sitler at Leetonia, Ohio, on August 24, entailing a loss of \$7,000, partially covered by insurance. A new shipment of oats with a complete feed stock was recently placed in the establishment.

Fire broke out in the building of the Drew Feed & Fuel Company, at Uplands, Cal., last month, and completely destroyed that structure with an adjoining building. The feed building was owned by Conner Brothers, while the business was owned by Fred Drew, of Ontario, Cal.

The grain warehouse at Ballston, Ore., together with about 25,000 bushels of wheat, was completely destroyed by fire recently. The property was owned by E. L. Sechurst, and a large barn filled with hay adjoining the warehouse and a freight car also filled with hay, were consumed. The building was insured but there was no insurance on the contents.

Fire practically destroyed the elevator of the Union Grain Company, at Winnipeg, Man., recently, the loss estimated at \$15,000, fully covered by insurance. The elevator was about 100 feet high and covered with sheet metal. The house had not been in use for several months, although the owners purposed using it this fall. It was erected about five years ago.

Lightning struck the plant of the Nebraska Corn Products Company, at Beatrice, Neb., last month, setting fire to the elevator, which was completely destroyed, the total loss amounting to about \$150,000. A nearby power house was saved. The plant is one of several owned by the Nebraska Corn Products Company, and the loss on the building was about \$90,000, with about \$60,000 loss on grain and other supplies.

TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per 100 pounds. (A) means advance and (R) means reduction.

Chicago, Rock Island and Pacific

I. C. C. No. C9691, effective September 1. Flour, bran, chop feed, grain screenings, oat hulls, oat dust and middlings, to Lincoln, Neb., from Abilene, Enterprise, 17 cents; McPherson, New Cambria, Salina and Solomon, Kan., 18 cents; corn, linseed cake and meal, and articles taking same rates from St. Louis, Mo., and East St. Louis, Ill. (when originating at points beyond, from which no through rates are published), to Castor, 19 cents; Krehs, McAlester, Patterson, Spur, Wilburton and Wister, Okla., 18½ cents; flour and articles taking same rates from St. Paul, Minn., and Minnesota points taking same rates to Beatrice, De Witt, 20 cents; Havelock and Lincoln, Neb., 17 cents.

Supplement 13 to I. C. C. No. C9630, September 12. Wheat to Galveston, Texas (when for export), from Bard, 25½ cents; Cuervo, 28 cents; Endee, 25 cents; Hanley, Hudson, 27 cents; Lesbia, 26 cents; Logan, 27 cents; Los Tanos, 28 cents; Montoya, 27 cents; Nara Visa, 28½ cents; New Kirk, 27½ cents; Obar, 28 cents; Sand Springs, 27½ cents; Santa Rosa, 29 cents; San Jon, 25½ cents, and Tucumcari, N. M., 26½ cents (R).

Supplement 6 to I. C. C. No. C9631, September 19. To Little Rock, Ark., and rate points from St. Paul, Minnesota Transfer and Minneapolis, Minn., corn, 25 cents; wheat, 26 cents.

I. C. C. No. C9700, October 1. Flour (wheat or rye) from St. Paul, Minn., and Minneapolis, Minn., (originating beyond) to shipside New Orleans, Port Chalmette, Westwego, La., Gulfport, Miss., and Mobile, Ala. (for export except to Europe, Asia or Africa), 19½ cents (no milling-in-transit arrangement allowed).

Chicago, Burlington & Quincy

I. C. C. No. 11072, September 5. Flour, oil meal, bran, shorts and middlings between St. Paul, Minneapolis and Minnesota Transfer, Minn. (SB rates apply on traffic from beyond or when milled at above points from grain originating beyond) and Columbia, Mo., Higbee, 16 cents (R); Jefferson City, 21.5 cents; Sedalia, Mo., 21.5 cents; between same points and Madison, Moberly, Mo., 14 cents.

Boston & Albany

I. C. C. No. 6530, September 14. Imported brewers' rice from Boston and East Boston, Mass., to Rochester, N. Y., 10 cents (R).

Norfolk & Western

I. C. C. No. 5174, September 14. Corn in packages from Norfolk and Lamberta Point, Va., to Lynchburg, Va., 8½ cents.

Chicago & Northwestern

I. C. C. No. 7583, September 15. Flour between La Crosse, Wis., and Minneota, Lake Crystal, Garden City, Vernon Center, Amboy, Winnebago, Blue Earth, Elmore, Minn., 11 cents; Madelia, Grogan, St. James, Butterfield, Mountain Lake, Bingham Lake, Jeffers, Delft, Stoden, Westbrook, Dovray, Currie, Windom, Wilder, Heron Lake, Dundee, Lime Creek, Avoca, Gadley, Lake Wilson, Woodstock, Elton, Pipestone, Miloma, Brewster, Worthington, Lewisville and Truman, Minn., 12 cents; between Ash Creek, Minn., Rock Rapids, Lakewood, Doon, Iowa, and La Crosse, Winona, Zumbrota, Plainview and Chatfield, Minn., 14 cents; between Rochester, Minn., and Rock Rapids, Lakewood, Iowa, 15 cents; Doon, Iowa, 12.5 cents; between New Ulm and Sleepy Eye, Minn., and Rock Rapids, Lakewood, Iowa, 12.5 cents; Doon, Iowa, 13.5 cents; between La Crosse, Wis., Winona, Zumbrota, Plainview and Chatfield, Minn., and Ashton, Ritter, Sheldon, Hospers, Alton, Carnes, Seney, Gehlen, Le Mars, Merrill, Hinton, James and Sioux City, Iowa, 14 cents.

Supplement 2 to I. C. C. No. 7548, September 17. Between Scarville, Ledyard and Dolliver, Iowa, and Green Bay, Wis., flaxseed and wheat, 15 cents; corn, oats, rye and barley, 14.5 cents; Marinette, Wis., wheat, 20 cents; corn, oats, rye and barley, 19.5 cents; Michigamme, Mich., wheat, 22.5 cents; corn, oats, rye and barley, 22 cents; Rhinelander, Wis., wheat, 17.5 cents; corn, oats, rye and barley, 17

cents; Marquette, Mich., wheat, 26.5 cents; corn, oats, rye and barley, 26 cents; between Winona, Minn., and Scarville, wheat, 11.2 cents; corn, oats, rye and barley, 10.3 cents; Ledyard, wheat, 11 cents; corn, oats, rye and barley, 10.2 cents; Dolliver, Iowa, wheat, 10.7 cents; corn, oats, rye and barley, 9.9 cents (advances on grain between Winona, Minn., and designated Iowa points).

Fonda, Agent for Texas Lines Tariff Committee

I. C. C. No. 21, September 16. Corn imported via shipside New Orleans and Westwego, La., to Dallas, 18½ cents; Fort Worth, 19 cents; Longview and Longview Junction, 17½ cents; Mineola, Texas, 18 cents; wheat to Dallas, 21½ cents; Fort Worth, 22 cents; Longview and Longview Junction, 20½ cents, and Mineola, Texas, 21 cents.

Great Northern

Supplement 14 to I. C. C. No. A2589, September 20. Flour and millstuffs between Chicago, Joliet, Streator, Ill., Milwaukee, Manitowoc, Wis., and rate points and Appleton, Benson, 16.3 cents, and Graceville, Minn., 17.1 cents (R); to Huron, 22 cents, and Vienna, S. D., 21 cents (A).

Supplement 20 to I. C. C. No. A3640, September 20. Millet seed from Kansas City, Mo., to Breckenridge, Minn., 24.45 cents; Fargo, Wahpeton, N. D., 26.25 cents, and Moorhead, Minn., 25.75 cents; from Omaha, Neb., to Breckenridge, 23.45 cents; Moorhead, Minn., 24.75 cents; Fargo, 25.75 cents, and Wahpeton, N. D., 25.25 cents (R).

Atchison, Topeka & Santa Fe

Supplement 11 to I. C. C. No. 6038, September 20. Linseed meal and cake from Fredonia, Kan., to Elwood, Wathena, Blair, Appleton, Troy, Troy Junction, Moray, Stout, Ryan's, Ratcliffe, Marcell, Highland, Severance, Leona, Robinson, Manville, Hiawatha, Hamlin, Morrill, Sabetha, 12 cents (R); Price, 14 cents; Onida, Kan., 15 cents; Seneca, Baileyville and Axtell, Kan., 16 cents.

Canadian Pacific

I. C. C. No. E1730, September 21. Wheat, 7½ cents; corn, 7 cents; barley, 6 cents, and oats, 4 cents per bushel from ex-lake Goodrich and Port McNicoll, Ont., to Boston, Mass., and points taking same rates.

I. C. C. No. E1729, September 21. Wheat, 8 cents; corn, 7½ cents; barley, 6½ cents, and oats, 4½ cents per bushel from Detroit, Mich., to Boston, Mass., Hartford, Conn., Providence, R. I., and rate points (A).

Grand Trunk

I. C. C. No. 2083, September 21. From Detroit, Mich., ex-lake to Boston, Mass., and rate points, wheat, 8 cents (R); corn, 7½ cents; barley, 6½ cents, and oats, 4½ cents (A) on rates on corn, barley and oats via other roads and deliveries than New York, New Haven & Hartford, to Alburgh Springs and Swanton, Vt., wheat, 8 cents (R); corn, 7½ cents; barley, 6½ cents, and oats, 4½ cents per bushel (A).

I. C. C. No. 2084, September 21. From Collingwood, Depot Harbor, Goderich, Midland, Port Colborne, Tiffin, Ont., and Port Huron, Mich., to Boston, Mass., and rate points (New York, New Haven & Hartford deliveries), wheat, 8 cents; corn, 7½ cents; barley, 6½ cents; and oats, 4½ cents per bushel; (other railroad deliveries), wheat, 7½ cents; corn, 7 cents; barley, 6 cents, and oats, 4 cents per bushel; to Alburgh Junction, Alburgh Springs and Swanton, Vt., wheat, 7½ cents; corn, 7 cents; barley, 6 cents, and oats, 4 cents per bushel; to Auckland, Everett's, Marbleton, St. Malo, Cookshire Junction and other Quebec points, wheat, 7½ cents;

corn, 7 cents; barley, 6 cents, and oats, 4 cents per bushel.

I. C. C. No. 2081, September 21. From Collingwood, Depot Harbor, Goderich, Kingston, Midland, Port Colborne and Tiffin, Ont., Detroit and Port Huron, Mich., to Boston, Mass. (destined British and foreign countries), wheat and flax, 5.5 cents; rye, 5.25 cents; corn and barley, 4.75 cents; oats, 3.7 cents per bushel (R).

I. C. C. No. 2082, September 21. From Detroit, Mich. (ex-lake) to Portland, Maine (destined British and other foreign countries), wheat, 5.5 cents; flax, 5.5 cents; rye, 5.25 cents; corn and barley, 4.75 cents; oats, 3.7 cents per bushel (R).

Chicago & Alton

I. C. C. No. A687, September 21. From Atchison, Leaverworth, Kan., Kansas City and St. Joseph, Mo. (when originating beyond or when manufactured at said points from grain originating beyond) to Newport News, Norfolk and Pinners Point, Va. (for export) flour, 22 cents; corn meal, 21 cents.

Colorado & Southern

Supplement 18 to I. C. C. No. 1024, September 23. Flaxseed from Silver Crown, Islay, Horse Creek, Altus, Iron Mountain, Bradleys Quarry Spur, Underwood, Jordan, Diamond, Chugwater, Bordeaux, Gibsons Spur and Wheatland, Wyoming to Fredonia, Kan., 40 cents (R).

Leland, Agent for Southwestern Tariff Committee

Supplement 1 to I. C. C. No. 1051, September 25. Wheat for export to Brownsville, Eagle Pass, El Paso and Laredo, Texas, from Air Line Junction, Atchison, Kan., Benton Park, Mo., Big Blue Junction, Congo, Mo., 30 cents; East St. Louis, Ill., Elwood, Kan., Kansas City, Leavenworth, Kan., Mount Washington, Mo., St. Joseph, Mo., St. Louis, Mo., Sugar Creek, Mo., Sugar Creek Junction, Mo., 30 cents; Council Bluffs, Iowa, 34 cents; Nebraska City, Neb., 34 cents; Omaha, Neb., 34 cents; South Omaha, Neb., 34 cents; to Brownsville and Eagle Pass, Texas, from Texas City, Texas City Junction and Terminal Junction, Texas, 15 cents; to Eagle Pass, Eldorado and Laredo, Texas, from Denver, Colo., 30 cents; from Galveston, Texas, to Brownsville and Eagle Pass, Texas, 15 cents; from New Orleans, La., to Brownsville Junction, Eagle Pass and Laredo, Texas, 18 cents.

St. Louis & San Francisco

I. C. C. No. 6726, September 25. Grain and grain products, corn (carloads), and articles taking same rates from Oran and Sikeston, Mo., to Poplar Bluff, Mo., 6½ cents; corn from Morley, Beaver Dam, Vanduser, Crowder, Harbinson, Salcedo, Morehouse, Mo., to Boynton, Ark., 8 cents; corn and chops from Pittsburg, Kan., Lamar, Liberal, Minden, Mo., to Carterville, Carthage, Joplin and Webb City, Mo., 6 cents; wheat from Oran and Sikeston, Mo., to Poplar Bluff, Mo., 7½ cents; wheat from Vanduser, Crowder, Morehead, Canalou, La Valle, Maulaby, Parma, Tallipoosa, Gideon, Clarkton, Gibson, Holcomb, Pine City, White Oak, Kennett and Pascola, Mo., to Jonesboro, Ark., 12 cents.

I. C. C. No. 6727, October 1. Corn and mixed feeds from Cape Girardeau, Delta, Dudley, Morley, Morehouse, Oran, Poplar Bluff, Sikeston, Williamsville, Mo., to Elvins, Esther and Flat River, Mo., 10 cents; flour, bran and millstuffs (any quantity) from Chester, Evansville, Nashville, Sparta, Ill., to Empire, Ala., 26 cents.

Kansas City & Southern

I. C. C. No. 3326, September 28. Wheat from Kansas City, Mo.-Kan., Kniveton, Kan., Lanagan and Lisle, Mo., to Memphis, Tenn., 18 cents; to Memphis, Tenn., from Kansas City, Mo.-Kan. (originating beyond), wheat, 14 cents; corn, 13 cents; from St. Joseph, Mo. (originating beyond), wheat, 17 cents; corn 16 cents.

C. E. Fulton, Agent for Chicago & Ohio River Committee

I. C. C. No. A110, September 25. Flour from La Crosse, Wis., Minneapolis, Minnesota Transfer, St. Paul and Winona, Minn., to Columbia, S. C., 42

REPORT OF LEAKING GRAIN CARS [FILL THIS OUT AND SEND IT IN.]

Date _____

Editor American Grain Trade:—On the above date I saw a leaking grain car answering to the following description:

Railroad _____ Station _____

Car Initials _____ Car Number _____

Position of Leak _____

Remarks: _____

Name _____

Address _____

cents; from Chicago, Dolton, Forest Hill, Joliet, Kankakee, Riverdale, Stony Island, Washington Heights and West Pullman, Ill., to Knoxville, Tenn., 29 cents; buckwheat flour, pearl barley, prepared flour, rye flour and wheat flour, from Minneapolis, Minnesota Transfer and St. Paul, Minn., to Knoxville, Tenn., 37 cents.

Minneapolis, St. Paul & Sault Ste. Marie

I. C. C. No. 3522, September 30. Flour from Warren, Detroit, Thief River Falls, Minn., Minot, Oakes, Devils Lake, Lidgerwood, Harvey, N. D., and other points to Los Angeles, Marysville, Oakland, San Francisco, San Jose, Cal., 75 cents.

I. C. C. No. 3523, September 30. Wheat and buckwheat from Minneapolis, St. Paul and Minnesota Transfer, Minn. (originating beyond) to Memphis, Tenn., 20 cents (R).

Chicago, St. Paul, Minneapolis & Omaha

Supplement 1 to I. C. C. No. 3963, October 1. Pearl barley from Menomonie, Wis., to Carver, Minn., 11.4 cents.

GRAIN TRADE PATENTS

Issued on August 18, 1914

Hay-Loading Derrick.—William L. Tull, Gridley, Cal. Filed May 5, 1913. No. 1,108,029.

Elevator Head.—Grabill J. Bickhart, Hilbert, Wis. Filed September 30, 1912. No. 1,107,882.

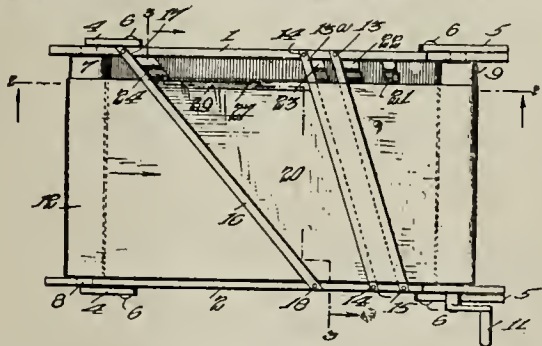
Issued on August 25, 1914

Alfalfa Product.—Mark C. Rich, Hot Springs, S. D. Filed November 28, 1911; renewed June 22, 1914. No. 1,108,238.

Claim.—That improvement which consists in cutting alfalfa before it has become woody and fibrous, partially euring it in the field, then grinding it, then drying it by artificial heat to prevent bleaching, then mixing it with ground wheat and a saccharine material, and then roasting the mixture.

Seed-Grading Machine.—Emmit Willis Van Fleet, Evart, Mich. Filed May 3, 1913. No. 1,108,282. See cut.

Claim.—In a machine of the character specified, comprising a supporting frame and an endless belt supported for movement in the frame, said frame having discharge openings at one side and the adjacent edge of the belt being spaced apart from the said side to permit the



discharge of material carried by the belt through the opening, of means for preventing lateral movement of the edge of the said belt toward the discharge openings, said means comprising a groove in the frame at the said edge of the belt, and a bead on the said edge of the belt engaging the groove, and a rigid bar above the said edge of the belt between the discharge openings.

Issued on September 1, 1914

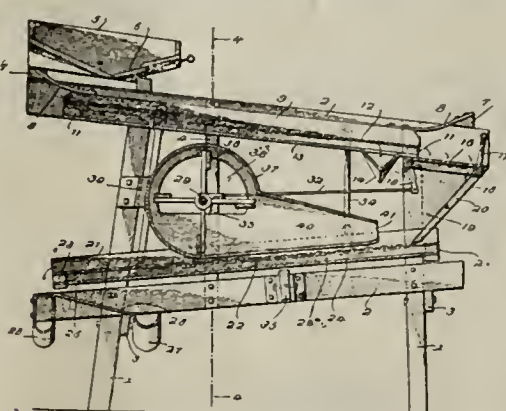
Grain-Door.—Bryan J. O'Neill, Peoria, Ill. Filed April 7, 1913. No. 1,109,082.

Hay or Grain Elevator and Distributor.—David F. Eshleman, Marion, Pa. Filed January 23, 1913. No. 1,109,408. See cut.

Car-Seal.—Henry J. Ward, Indiana Harbor, Ind., assignor to Barlow C. Dickey, Indiana Harbor, Ind. Filed August 23, 1913. No. 1,108,953.

Seed-Cleaner.—Clifford A. Lee, Morris, Minn. Filed March 13, 1913. No. 1,109,428. See cut.

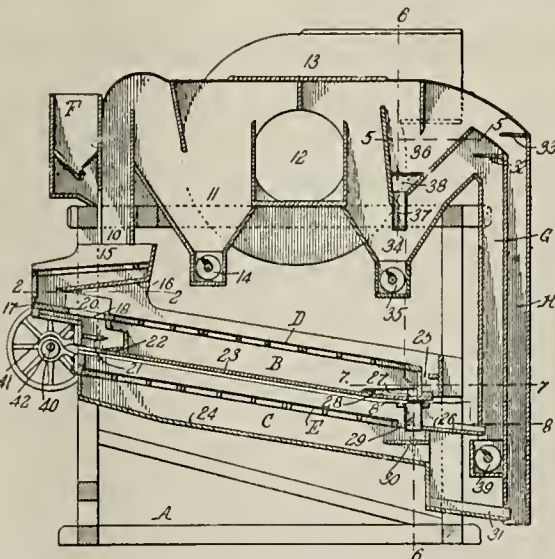
Claim.—An apparatus for the purpose set forth comprising a main frame, an inclined screen suspended upon the frame, a fan-shaft below said screen, a separator disposed adjacent the lower end of said screen, links pivoted at their upper ends upon the main frame and at their lower ends to the outer edge of said separator, a link pivoted upon the frame below said separator and having its upper end pivoted to the bottom of said



separator near the inner edge thereof, and a pitman pivoted at its outer end to the lower end of said link and having its inner end connected to the fan-shaft whereby the pitman will be reciprocated by said shaft.

Grain-Separator.—Theodore F. Morse, Silver Creek, N. Y., assignor to Huntley Manufacturing Company, Silver Creek, N. Y. Filed March 26, 1908. No. 1,109,299. See cut.

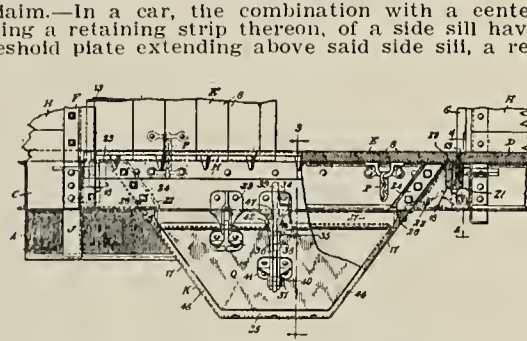
Claim.—In a separating machine, the combination of a plurality of shaking screens of like mesh arranged one



duits for the material which passes through said screen, a tail board at the tail end of the lower screen which is arranged to receive the material falling off of said screens for uniting said material, and a bottom board for the lower screen to the bottom board of the lower screen for uniting the material passing through said screens.

Grain-Hopper.—John W. Steinmeyer, St. Louis, Mo., assignor to American Car & Foundry Company, St. Louis, a corporation of New Jersey. Filed December 17, 1912. No. 1,109,601. See cut.

Claim.—In a car, the combination with a center sill having a retaining strip thereon, of a side sill having a threshold plate extending above said side sill, a remov-



able floor adapted to rest on said retaining strip and side sill, and having a portion adapted to engage the strip on the side opposite the side sill, one side of said door abutting said threshold plate.

Issued on September 8, 1914

Bean-Separating Machine.—Charles E. Smith, Saginaw, Mich. Filed October 23, 1913. No. 1,110,014.



[Prepared especially for the "American Grain Trade" by J. L. Rosenberger of the Chicago Bar.]

DISTINCTION BETWEEN SALES AND CONSIGNMENTS

Ordinarily the distinction between the relation of seller and buyer and that of principal and factor is plain and simple. In a sale title passes to the buyer, while in a consignment by principal to a factor title remains in the principal, but the possession passes to the factor. Where goods are delivered by one party to another, to sell for the party delivering them, it creates the relation of agency, and the title remains in the principal, and the factor or agent is liable to pay not a price, but to account for the proceeds of the goods when sold. If, however, it appears from the whole agreement that it is the intention of the parties that the title to the goods is to pass to the party receiving them, for a price to be paid him, then the transaction is a sale. Though the distinction is usually plain and simple, the authorities are full of illustrations of how difficult the application may be, because the same contract contains some provisions characteristic of each. To the agreement there must be applied the familiar rules of construction, all of which are subordinate to the leading principle that the intention of the parties must prevail, unless inconsistent with some rule of law. And this intention must be gathered, the Court of Appeals of Maryland says in *McGaw et al. vs. Hanway* (87 Atlantic Reporter, 666), not from separate clauses considered independent of others, but from all the terms of the contract considered together.

According to a schedule filed in the United States Court on August 31, the assets of the Litchfield Mill & Elevator Company, Litchfield, Ill., total approximately \$364,800, and the liabilities, \$346,300. Included in the liabilities are promissory notes totaling \$168,500, given various banks in the Lorimer-

Munday chain. The elevator buildings, located at Butler, Dorsey, Keysport, Moro, Waggoner, Lanesville, Bethalto, Edgewood, Thomasville, Litchfield, McVey and Hornsby, are valued at \$164,483.31.

It is stated that the Farmers' Elevator Company, of Andover, S. D., is bankrupt, having liabilities of \$32,855 and assets, \$7,864.

C. A. Aikman, of El Dorado, Kan., has filed suit against Paul C. Jones, alleging failure to deliver 1,200 bushels of oats and rye.

Suit has been brought by several Kansas elevators and mills against farmers to enforce contracts for wheat.

Alleging that seed corn was not as represented by the defendant, Dan Harrington has filed suit against Robert J. Lawler, at Fort Dodge, Kan., for \$900.

C. F. Coon, manager of the Farmers' Elevator Company at Dana, Ill., was placed under arrest last month, charged with the embezzlement of \$5,000 from the grain company.

The Donaldson-Fleck Company, of Kansas City, Mo., has just settled a suit against the Atlantic Coast Line Railway for \$4,000, the alleged loss having been sustained by one of its clients at Fort Myers, Fla. The suit resulted from the deterioration of commodities claimed to have been caused by delayed transit.

Alleging a combination among Hutchinson (Kan.) millers, suit has been filed by the state of Kansas against the Union Grain Company of that place to deprive the firm of its charter. The defendants in the case with the Union Grain Company are the stockholders, F. D. Larabee and M. L. Van Meter, of the Larabee Mills; W. E. Carr, of the Monarch Mill; William Kelley, of the Kelley Milling Company, and Jed W. Burns, of the Hutchinson Flour Mills Company. The allegation is made that the purpose of the company violates the anti-trust law.

Let us collect your
Railroad Claims
on commission
Donaldson-Fleck Co.
Est. 1907
Reference—Commerce Trust Co.
1001-4 Lloyd Building,
Kansas City, Mo.

FIELD SEEDS

A seed warehouse was recently completed at Calamus, Iowa, for F. Mueller & Sons.

Thomas Nelson has leased a building at Fremont, Neb., which he will use for a seed and feed store.

The Farmers' Gin & Seed Company, of Moro, Ark., has been incorporated with a capital stock of \$10,000. D. H. Smith is the president of the company.

Charles S. Brent & Bro. will install machinery for cleaning blue grass seed in their distillery plant at Paris, Ky., recently purchased from G. G. White.

Articles of incorporation have been filed by the Central Grain & Seed Company, of Indianapolis, Ind., capitalized at \$25,000. The incorporators are Earl H. Reynolds, L. G. Kerr and H. P. Doolittle.

The Agricultural Experiment Station connected with the University of Missouri has issued an interesting circular on the seeding of meadows and pastures. Especially interesting are the items on Alsike Clover and Orchard Grass.

S. A. Regan, Seed Commissioner of Idaho, has issued a warning to the seed growers of the state, stating that the seed law of Idaho will be strictly enforced next season, and seed containing noxious weeds will not be allowed to be sold in the state.

The company of which J. C. B. Gwin is president has awarded a contract for the erection of seed houses for an oil mill at Bessemer, Ala. The largest building will measure 50x80 feet on the ground with a capacity of 1,000 tons of seed. It will be a frame structure built on a concrete foundation.

The Kansas Agricultural College is starting a campaign urging farmers to save seed wheat and seed corn for the second year's planting, and it is suggested that growers form clubs and get members to sign a pledge at once to save seed wheat for 1915, and to save seed corn, Kafir, feterita and milo, not only for 1915 but also for 1916.

At the annual meeting of the Northern Seed Company at Cass Lake, Minn., the directors decided to purchase a store building and two city lots in Cass Lake. Also, the following directors were elected: President, W. E. La Fountain; vice-president, N. E. Jondahl; secretary and treasurer, W. C. Hicks; directors, L. B. Galbraith, Al. J. Hole, M. J. Sitzler and J. A. Hilden.

F. O. Withrow has purchased an interest in the seed corn firm of G. D. Sutton & Co., at Geneseo, Ill., and the name of the firm has been changed to L. K. Ellsbury & Co. The new firm has filed articles of incorporation, with a capital stock of \$10,000, and the following directors have been elected: President, L. K. Ellsbury; vice-president, G. D. Sutton, and secretary-treasurer, F. O. Withrow.

THE SEED TRADE IN SOUTHERN IRELAND

The province of Munster the southwestern part of Ireland, has a crop area of over a million and a quarter acres, therefore is naturally a heavy purchaser of seeds. As the British Isles have enjoyed a succession of three prosperous agricultural years, there was, at the beginning of the present season, a large stock of seeds on hand and the prices were decidedly lower than usual. Hay and grasses form by far the largest single class, and it is probable that in no agricultural community in the world does the systematic cultivation of hay and pasture grass so regularly predominate. Cattle raising is economical and profitable in this section due to the scarcity of labor.

ADVANCED PRICE OF IMPORTED CLOVER SEED

It is stated that specialists of the Department of Agriculture claim that the recent advanced prices of imported crimson clover and hairy vetch seed will have a marked effect on this year's planting, as Europe is the chief source of this supply. Previous to the present strife in Europe, clover seed was selling at from \$4 to \$5 per bushel, and up to August 15 there was a scarcity of this seed in the United

States, the importations from Europe having been small. Later prices advanced from \$7.50 to \$9 per bushel.

Importations of seed have increased since that date and it is said that there is now more imported seed available than there was during the corresponding period last year in this country. As this seed is believed to have been imported at approximately the same prices as that brought in earlier in the season, the present high prices are deemed unwarranted.

The increasing domestic production of hairy vetch seed somewhat counterbalances a similar condition with reference to that seed, of which there has been less imported this year than last year.

SEED TRADE-MARKS REGISTERED

The following illustrated trade-mark for seeds was registered with the Trade-Mark Bureau of the U. S. Patent Office during the past month:

"Bingo" grass, field and agricultural seeds. E. W.

BINGO

Ser. No. 79,140.

Conklin & Son, Inc., Binghamton, N. Y. Filed June 16, 1914. Serial No. 79,140. Published September 8, 1914. See cut.

CLOVER SEED REPORT

"The clover territory around here has been getting a good deal of rain," say E. L. Southworth & Co. of Toledo. "We get reports from the Northwest that it's too damp to be healthy for harvesting. Possibility of shortage in October contracts is suggested by Chicago correspondent. There are fair stocks of seed at Toledo, but little, if any, of this will be deliverable on October."

"Oregon might sell some seed in the central states if prices are attractive. Their crop is large enough, according to a correspondent, to allow considerable

shipments. Alsike in that state is reported all harvested and the harvest for red clover has begun under favorable conditions."

Grain and Seeds

WANTED

One hundred cars of good, dry oats, straw and packing hay. C. T. HAMILTON, New Castle, Pa.

GRASS SEED FOR SALE

Parties wanting Sudan grass seed, communicate with LUBBOCK GRAIN & COAL CO., Lubbock, Texas.

HAY AND GRAIN WANTED

Wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, red dog, potatoes. C. T. HAMILTON, New Castle, Pa.

SEED WANTED

Grain dealers, submit samples of clover and timothy seed for prices. Uncleaned seed preferred. PAXTON SEED CO., Paxton, Ill.

GRAIN WANTED

Quote prices on corn, oats, hay of all grades, straw, bran, middlings, red dog, and potatoes, in car lots, f.o.b. Danville, Va. JOHN B. BREWER, Merchandise Broker, Danville, Va.

WANTED

Energetic, settled traveling salesman, preferably acquainted with Eastern territory, to sell Seeds and Feeds. State age, experience and salary expected. Also give reference. TRAVELING SALESMAN, Box 7, care "American Elevator and Grain Trade," Chicago, Ill.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS



PURISCO SEEDS

Meet Requirements of State Seed Laws

PURISCO BRAND TIMOTHY	-	-	-	99 1/2 %	Pure
PURISCO BRAND CLOVER	-	-	-	99 %	Pure
PURISCO BRAND ALSYKE	-	-	-	98 %	Pure
PURISCO BRAND ALFALFA	-	-	-	99 1/2 %	Pure

IN PROTECTED PACKAGES—STRONG GERMINATION

TIMOTHY SEED

Packed in 1 bu. cotton bags—3 one-bushel cotton bags to the bale.

RED CLOVER—ALFALFA—ALSYKE

Packed in 1/2 bu. and 1 bu. cotton bags—4 half-bushel or 2 one-bushel bags to the bale.

NO CHARGE
FOR BAGS

Recleaned and Packed by THE ILLINOIS SEED CO., CHICAGO

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

N. L. WILLET SEED COMPANY
FULGHUM OATS

(will supplant in South all other oats); Bur Clover;
Crimson Clover; Hairy Vetch; Swedish Vetch.

GET BULLETIN.

Augusta, Georgia

HAY, STRAW AND FEED

Joe David has closed his feed store at Alma, Neb.
C. D. Snyder will open a flour and feed store at Gering, Neb.

Aug. Broker has completed a new flour and feed warehouse at Lindsey, Wis.

Harve Wallingford has sold his feed store at Coffeyville, Kan., to a Mr. Olson.

It is understood that Charles Breese has opened a flour and feed store at Palmdale, Fla.

T. J. Curran has taken over the flour and feed business of P. W. Scott at Trenton, Neb.

J. J. Thompson has completed the construction of a hay and grain warehouse at Bowle, Ariz.

Arthur Sanders has purchased the flour, feed and wood store of McLean & Bailey at Waupaca, Wis.

W. L. Robins has rented a building in Conway, Ark., in which he has opened a general feed store.

The flour and feed business of McAdam & Bowlby, at Bath, N. Y., has been taken over by M. C. McAdam.

J. A. Krabill, of Creston, Ohio, has taken over the flour and feed business of Lytle & Keckler at Wadsworth, Ohio.

The Mansfield Hay & Grain Company, of Mansfield, Ohio, has been purchased by J. Wallace from J. D. Winters.

H. H. Griffin, of Greenville, S. C., is building a new wholesale and retail feed and grain store at Simpsonville, S. C.

The capital stock of the Consolidated Flour & Feed Company, Syracuse, N. Y., was recently increased from \$10,000 to \$20,000.

Gust Kelm, feed dealer at Stillwater, Minn., has opened a branch store at South Stillwater, Minn., with Henry Holmes in charge.

John Miller, owner of the elevator at Grandmound, Iowa, recently destroyed by fire, has sold the site to Chris Brockman, who plans to build a feed store.

E. M. Claypool, of Kittanning, Pa., has sold his flour and feed business to B. E. Claypool, while the former has purchased the business of Ekin Brothers, at Vandegrift, Pa.

A charter has been granted the Border Investment Company, of Calais, Maine, to engage in a general hay, grain and feed business. The company is capitalized at \$10,000.

Bowden & Stutz, of Mansfield, Ohio, have disposed of their elevator, flour and feed business to G. D. Campbell and E. E. Cochran, who will operate as the Richland Hay & Grain Company.

Effective August 15, the rules of the Merchants' Exchange, Memphis, Tenn., regulating the inspection and grading of hay were changed to conform to the revised rules of the National Hay Association.

D. M. Moore, proprietor of the East End Feed Yards, at Creston, Iowa, recently destroyed by fire, has awarded a contract for reconstruction work. The main building will be of frame construction covered with sheet iron.

The Chippewa Feed & Grain Company, Inc., has been incorporated at Buffalo, N. Y., with a capital stock of \$10,000, to deal in grain, cereals, hay and straw. The directors are Melborne C. Burns, Harry A. Smith and Matthew A. Donner.

The City Council, of Portland, Ore., has awarded a municipal feed contract for an entire year to the Albers Brothers Milling Company. The total amount of the contract approximates \$33,000 and calls for hay, oats, bran and straw.

The Curtiss Produce Company, of Curtiss, Wis., has purchased the flour and feed business of John P. Olsen at Abbotsford, Wis. Ferdinand Laabs, a member of the firm, will remove from Curtiss to Abbotsford to take charge of the business. The property recently acquired includes a store and warehouse.

The West Virginia Feed & Flour Company, of Clarksburg, W. Va., has been incorporated with a capital stock of \$25,000. The incorporators are J. H. Channell, of Beverly, W. Va.; E. W. and I. H. Channell, of Huttonsville, W. Va.; G. C. Channell, of Elkins, W. Va., and Willis Triplett, of Clarksburg.

Botzum Brothers, of Akron, Ohio, have completed a number of improvements in connection with their flour and feed plant, including a one-story office building, 30x30 feet on the ground, and a one-story addition, 30x120 feet in size, to their elevator to be

used for warehouse purposes, while their gas engine equipment has been replaced by electric power.

The Rarick Hay & Grain Company, of Cincinnati, Ohio, has been incorporated with a capital stock of \$10,000 by Harry T. Evans and others.

A wholesale feed concern, known as the Corn, Grain & Hay Company, has been organized at Kirbyville, Texas, where it has completed a feed warehouse. The members of the company are W. C. Tyrell, of Beaumont, Texas; R. C. Conn, J. H. Hooks and S. C. Conn, of Kirbyville.

At a meeting of alfalfa growers of the Southwest at El Paso, Texas, on August 21, it was determined to establish a central sales agency for marketing the crop of the Southwest. The agency will be located at El Paso and, in accordance with the recommendation of the committee, a charter will soon be applied for, the capital stock to be \$100,000.

ST. LOUIS HAY MARKET

"The hay market during the past week ruled steady and about unchanged," says the Martin Mullally Commission Company, St. Louis, in its letter of September 11. "Receipts were fair, being 274 cars compared with 280 the preceding week, and there was a right good demand for all grades of timothy and clover mixed and the movement here on such hay was very free, and the market kept well cleaned up right along, and is in good condition for fresh arrivals, and we advise prompt shipments. Pure clover hay is in scant offerings and demand urgent for the best grades. Choice, if offered, would sell up to \$19 per ton. The market at present is bare of all grades of clover and we advise shipments.

"Receipts of prairie hay are very small and the demand right good for No. 1 and choice. In fact there is practically no good prairie on the market, and the accumulation of low grades that have been on the market unsold is getting pretty well cleaned up and the market is in better condition for fresh arrivals of prairie than it has been for some time past, and prompt shipments of No. 1 and choice prairie would arrive here in a good time to meet ready sale at a higher range of prices than the present quotations. We do not look for much improvement in low grades of prairies, as the trade here is well supplied with poor prairie owing to the liberal offerings of such hay for the past two weeks.

"Receipts of alfalfa hay are fair in amount and the demand right good for all grades. No. 1 and choice green are the minor portion of the offerings and most looked for. The movement of alfalfa here has been very free, and the market is keeping well cleaned up right along and in a good condition for fresh arrivals, and we advise prompt shipments.

We look for a continued good demand in this market for alfalfa all season, as there has been practically no clover raised in the larger portion of Missouri and Illinois this summer."

CHANGE IN THE HAY GRADING RULES

At the Cedar Point Convention of the National Hay Association July 14, 15, 16, the Grades Committee made a report recommending some changes in the rules for grading hay and straw. This was not done until after a conference had been held by that committee with inspectors from several of the largest markets and representatives from all over the country. The following cities have adopted the rules in full: Cincinnati, Ohio; Savannah, Ga.; Louisville, Ky.; Atlanta, Ga.; Memphis, Tenn.; Philadelphia, Pa.; Richmond, Va.; Baltimore, Md.; Indianapolis, Ind.; Nashville, Tenn. There are many other markets who have signified their intention of adopting them at an early date. The booklet containing the revised rules can be had by addressing J. Vining Taylor, Winchester, Ind.

ECUADOR ALFALFA

Where conditions are favorable, Ecuador produces large quantities of alfalfa, some districts averaging a yield of sixteen tons to the acre, according to consular reports, while five to seven crops per year may be cut where the elevation does not exceed 9,200 feet. It is said to thrive best at an altitude of 8,500 to 8,850 feet.

Owing to mild weather, the foliage remains green throughout the year and replanting is necessary but once in twelve or fifteen years. Two varieties of alfalfa flourish in Ecuador—the common alfalfa having green and the other violet-colored shoots. The latter variety is more tender and produces heavier foliage, but is not quite so hardy as the common variety.

Spaniards introduced the European alfalfa plant into Ecuador in the sixteenth century, when they found a species of alfalfa growing wild in South America, the Indians having never cultivated the plant.

"Price and Quality Right"

DYER & CO.

Reliable **HAY** Merchants

Write us for delivered prices
on ALFALFA.

705 Live Stock Exchange, KANSAS CITY, MO.

ALFALFA

Also All Other Kinds of Hay

Write— Kansas City Office for **HAY—EAST**
Memphis Office for **HAY or OATS—SOUTHEAST**
Oklahoma City Office for **HAY or OATS—SOUTH**

SHOFSTALL HAY AND GRAIN CO.

KANSAS CITY, MO.
600-602 Live Stock Exchange

MEMPHIS, TENN.
Tennessee and Nettleton Ave.

OKLAHOMA CITY, OKLA
307 Mercantile Bldg.



Carlisle Commission Co.

(Established 1889)

WHOLESALE HAY AND GRAIN

736-738-746 Live Stock Exchange Building

KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have unequalled facilities, the largest established trade and outlet. Liberal advances on consignment. Kansas City handling charges the lowest, service the best.

GET OUR DELIVERED PRICES

KENNEDY PAPER CAR LINERS

Demand for these car liners compelled us to build this new factory—with ten times our former capacity



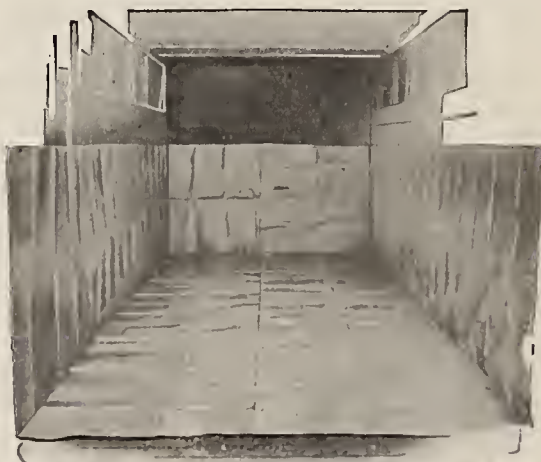
This new Kennedy factory—devoted exclusively to the production of Paper Car Liners and Packing Bags

The Proof of Kennedy Efficiency

Behind the name "Kennedy" on every paper car liner stands an organization that for years has been manufacturing car liners for an honest purpose, the purpose of saving thousands upon thousands of bushels of valuable grain annually otherwise lost through car leakage. This honest purpose has achieved a reputation based on actual car liner merits that in turn has created a business of permanence and stability.

Kennedy Factory

The increased demand for Kennedy Paper Car Liners due through their efficiency, compelled us to build this new factory covering over two acres of floor space. It now has ample equipment and facilities for filling thousands of orders monthly. This factory stands as a proof of the worth of Kennedy Car Liners and is your evidence of our permanence and prosperity.



Kennedy Car Liners

Kennedy Paper Car Liners are the outgrowth of a need for a preventive for leakage in transit. We made a thorough study of car leakage and have effected a quick, cheap, convenient, effective and economical remedy—the Kennedy Paper Car Liners. Thousands of grain shippers today are making their cars absolutely leak-proof before making shipments by using our car liners, thus preventing heavy transit losses and eliminating those long-drawn-out claim adjustments.

Kennedy Service

In order to bring our service closer to you we have not only enlarged our plant, but materially increased our working and office force. This will eliminate all delay and prompt service in filling orders is guaranteed from the start. Write us your troubles and transit losses and ask for our bulletin on car liners which will be a source of profit to you. Your copy has been laid aside. Write for it to-day.

The Kennedy Car Liner and Bag Co.
SHELBYVILLE, IND.

OBITUARY

William Spalding Warren, former president of the Chicago Board of Trade and a member of the firm of Hulburd, Warren & Chandler, died at his home in Hinsdale, Ill., on August 20. Further details of his life are given elsewhere in this issue.

George R. Denniston, manager of the grain brokerage business of S. B. Chapin & Co., and for many years a member of the Chicago Board of Trade, died at Pasadena, Cal., on August 15, aged 55 years. Mr. Denniston was born in Lyons, N. Y., in 1859, and began his career as a grain broker in his early youth. He had been ill for about a year and it is thought that the exciting days of the Leiter "wheat corner" in 1898, had a bad effect on his health. Last spring he went with his family to California for a vacation. He is survived by his widow and three children.

George H. D. Johnson, former president of the Milwaukee Chamber of Commerce, passed away at his home in that city on August 21, aged 69 years. Mr. Johnson was born in Milwaukee and entered the grain business when a boy, later becoming a partner of E. P. Bacon. He was president of the Chamber of Commerce in 1907 and 1908, and vice-president of the National Board of Trade. When he retired from the grain business about six years ago, he turned his attention to public affairs and was a member of the commission which is superintending the erection of the state capital at Madison, Wis.

James B. Hobbs, former president of the Chicago Board of Trade, died on August 13, at Portland, Maine, aged 84 years. Mr. Hobbs was prominently identified with the Board 30 years ago and was president of that body in 1885. He made a considerable fortune through successful grain deals, and invested heavily in Chicago real estate. He was born in Maine and had recently gone to Portland in search of health. He was identified with the Methodist Church and gave largely to benevolent and charitable institutions. Mrs. Hobbs passed away a few years ago and they left no children, an only son having died about 20 years ago.

Julian Kune, barley specialist and former well-known figure on the Chicago Board of Trade, passed away at his home in Englewood, Chicago, on August 31, aged about 84 years. At one time Mr. Kune was a member of the Chicago Tribune staff, having served as a foreign correspondent during the Franco-Prussian War of 1870. During recent years he has been engaged writing his "Recollections," which were published privately. Mr. Kune was born in Hungary and during his young manhood was exiled to Asia Minor, having been a follower of Kossuth, but eventually reached the United States and was actively identified with the Union Army during the Civil War. He became a member of the Board of Trade about 60 years ago and was active in his identification with that body until his retirement a few years ago, with the exception of periods spent abroad.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE AT A SACRIFICE

One complete 30,000-bushel-capacity elevator, with two warehouse additions. COLEMAN STATE BANK, Coleman, Wis.

FOR SALE

On account of retiring from business, we are offering fourteen elevators in Iowa and southern Minnesota for sale, either singly or as a whole. Write us. DE WOLF & WELLS CO., Spencer, Iowa.

FLOUR AND CEREAL MILL FOR SALE

The products are widely known. Transit facilities for getting wheat are excellent. The FALCON FLOUR is equal to Northwest "HIGH PATENT." The FALCON PANCAKE FLOUR, the highest grade, and other Cereals that are widely known. Bookings are good. A BARGAIN, but quick action necessary. M. M'FARLIN, Receiver, Des Moines, Iowa.

ELEVATORS AND MILLS

FOR SALE

A 15,000-bushel elevator. Best grain station in the state. Good point for "Midget" Marvel mill in connection. L. N. CRILL SEED CO., Elk Point, S. D.

FOR SALE OR LEASE

Elevator, with hay and coal business, on private sidetrack, in Western Indiana, in heart of the best corn country on earth. PIONEER MILLING CO., Tiffin, Ohio.

MACHINERY

FOR SALE

A 35-horsepower Foos Gas Engine, slightly used. Priced to sell—write us. CANADIAN MILL & ELEVATOR CO., El Reno, Okla.

ENGINE FOR SALE

A 26 to 30-h.p. high-grade Foos Gasoline Engine in first-class condition, and full equipment, for only \$285. BADGER MOTOR COMPANY, Milwaukee, Wis.

FOR SALE

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 316-326 N. 17th St. Philadelphia, Pa.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

WANTED

Elevator with coal, lumber or other business, in exchange for improved farm or wild land. Give full particulars. BOX 185, Independence, Iowa.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WANTED

Off Grade Wheat, also Kaffir Corn, Bran and Middlings. Send samples and quote prices delivered Boston points. Sight draft terms. Always in the market. THE PARK & POLLARD CO., 46 Canal St., Boston, Mass.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given Special Attention

Phone Harrison 7228

Orders in Futures carefully executed

FOR THOSE WHO ARE INTERESTED IN GRAIN

We have prepared three Wagner 1914 crop raising season circulars on wheat, corn and oats, containing weather data, causes of damage, former crop raising history, complete statistics of old crops and consumption. Sent FREE. Mention this paper. Also ask for Grain Investments.

E. W. WAGNER & CO.

Grain, Security and Cotton Investments
BOARD OF TRADE—CHICAGO
Est. 27 Years—References: All Trade Bureaus

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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RICHARD J. JACKER

PATENT ATTORNEY

ESTABLISHED 1893

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it is the best cash market in the country for Hay and Grain, but you must

Consign

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Our business is strictly commission and we guarantee satisfactory service.

A copy of actual transactions in the Cincinnati market will be sent daily upon request.

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Members the Cincinnati Chamber of Commerce

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THE SYKES COMPANY

930 West 19th Place, Chicago

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WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

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EXCHANGE

TOLEDO

GRAIN
RECEIVERS

When "Seedy"

Try

C. A. KING & CO.

Toledo Leads World

Clover Seed INVESTMENTS

Booklet of facts and figures of
interest and value to the trade.
Just issued.

FREE ON REQUEST.

Southworth & Co.

Produce Exchange, Toledo, O.

You WILL do better in Toledo —
You MAY do better with

W. A. RUNDELL CO.

GRAIN, MILL FEEDS, SEEDS

WHY NOT TRY IT?

TOLEDO

OHIO

"SEND IT TO ZAHM"

THAT Consignment of Wheat, Oats, Corn or Seed.
THAT Order for Futures—Toledo or Chicago.
TOLEDO is the real market for Red Clover,
Alsike and Timothy futures.

J. F. ZAHM & CO.

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ASK FOR OUR DAILY RED LETTER — FREE

Oats Are Our Specialty

The Paddock Hodge Co.

Receivers — TOLEDO — Shippers

H. W. DE VORE & CO.

Wheat, Corn, Oats, Seeds

OUR unexcelled service is the result of twenty-six years ex-
perience in the grain business in this market. SEND us
your consignments and orders in futures.

PRODUCE EXCHANGE, Toledo, Ohio
Members Toledo-Chicago Exchanges.

JOHN WICKENHISER & CO.

Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago
Board of Trade

MERCHANTS'
EXCHANGE

ST. LOUIS

GRAIN
RECEIVERS

RECEIVERS

W. L. GREEN COM. CO.

ST. LOUIS

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OF GRAIN

Ship Your Hay, Grain and Seeds to

MARTIN MULLALLY COMMISSION COMPANY

We make a Specialty of Track and Sample Sales.
Handle on Consignment Only. Careful execution of orders for futures.
Nos. 405 and 406 Chamber of Commerce - ST. LOUIS, MO

Nanson Commission Co.

(INCORPORATED)

GRAIN AND HAY

202 Chamber of Commerce
ST. LOUIS Consignments a
Specialty

Toberman, Mackey & Company

Fastest Growing Commission House in America.
Can handle your Consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY

"THE CONSIGNMENT HOUSE OF ST. LOUIS"

GRAIN, HAY & GRASS SEEDS
Picker & Beardsley Com. Co.
118 NORTH MAIN STREET.

GOFFE & CARKENER CO.

RECEIVERS

GRAIN, HAY AND SEEDS

106-107 Merchants Exchange
ST. LOUIS

W. C. GOFFE O. S. CARKENER O. C. MARTIN, JR.
K. C., Mo., Office, 101-102 Board of Trade

ROPP'S CALCULATOR—Invaluable for Grain Deal-
ers. Tables show at a
glance the value of wheat, corn, rye, oats, barley, seeds, etc.,
at all market prices per bushel. Trade discounts, stock
tables, capacity tables, short-cut arithmetic. Solves all grain
problems with lightning rapidity. Price \$1.25.

Experienced Advertisers Know

that the "American Grain Trade" is preserved for reference by elevator men, country
grain shippers and grain receivers at the terminal markets long after other journals
have been thrown away.

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OF
TRADE

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GRAIN
RECEIVERS

W. W. Dewey & Sons GRAIN COMMISSION

28 Chamber of Commerce, PEORIA, ILL.
Prompt personal attention given to
Consignments and orders for grain.

P. B. & C. C. MILES

Established 1875 Incorporated 1910
PEORIA, ILL.
Handling Grain on Commission
Our Specialty

LOUIS MUELLER L. L. GRUSS

MUELLER GRAIN CO.

RECEIVERS and SHIPPERS
GRAIN
We Solicit Your Consignments of Grain and Hay
ROOM 39 CHAMBER OF COMMERCE
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Merchants and Shippers
Get best possible results by careful and personal attention
given to all consignments.
Board of Trade Peoria, Ill.

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TYNG, HALL & CO.

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Rooms 33 and 35 Chamber of Commerce
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Good Prices and Quick Returns
TRY US

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Board of Trade Bldg. PEORIA, ILL.

C. W. Buckley. Thos. J. Pursley

Buckley, Pursley & Co.

COMMISSION MERCHANTS
GRAIN, HAY AND SEEDS
PEORIA, ILL.
References: First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

YOU can keep your name
before the majority of
those in the grain business with
your card in these columns.
Rates on application.

CORN
EXCHANGE

BUFFALO

GRAIN
RECEIVERS



DAILY
MARKET
LETTERS
MAILED
ON
REQUEST

PUT US TO WORK

Broad efficient service comes
from experience only. We've
been *Specializing on Consignments*
for over forty years. Let us
give you this knowledge.

Commission charges are regulated
—but not the service. Consign us
your next car—We'll show the
distinct advantage of *OUR* service.

ALDER-STOFER GRAIN CO.

Chamber of Commerce Buffalo, N. Y.

L. S. CHURCHILL, President
G. W. BARTLETT, Treasurer

The Churchill Grain & Seed Co.

Commission Orders Executed. Grain and Seed Bought and Sold
Offices: Buffalo, N. Y. Members
Toledo, Ohio New York Produce Exchange
Seed Warehouse: Toledo Produce Exchange
Located at Toledo, Ohio Buffalo Corn Exchange

L. E. HARMON, Pres. GEO. F. BOOTH, Sec. and Treas.

BUFFALO CEREAL COMPANY CEREAL MILLERS

Buyers of White Corn, Yellow Corn
and White Oats.
BUFFALO, N. Y.

A. W. HAROLD

GRAIN

BARLEY A SPECIALTY

717 Chamber of Commerce BUFFALO, N. Y.

Urmston-Harting Grain Company

BUFFALO, N. Y. :: INDIANAPOLIS, IND

Specializing on Consignments
of Grain to Buffalo

For cash offers enroute or track wire
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NEW YORK

GRAIN
RECEIVERS

Kensch & Schwartz Co., Inc.

COMMISSION MERCHANTS

Wheat---Corn---Oats---Millfeeds

Postal Telegraph Bldg. Produce Exchange
CHICAGO NEW YORK

BROOKLYN HAY & GRAIN CO.

HAY, STRAW AND GRAIN
COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR
Office: Borough of Brooklyn, New York

L. W. FORBELL & CO.

Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.
We are Specialists in these grains and
are strictly Commission Merchants.

**BOARD
OF
TRADE**

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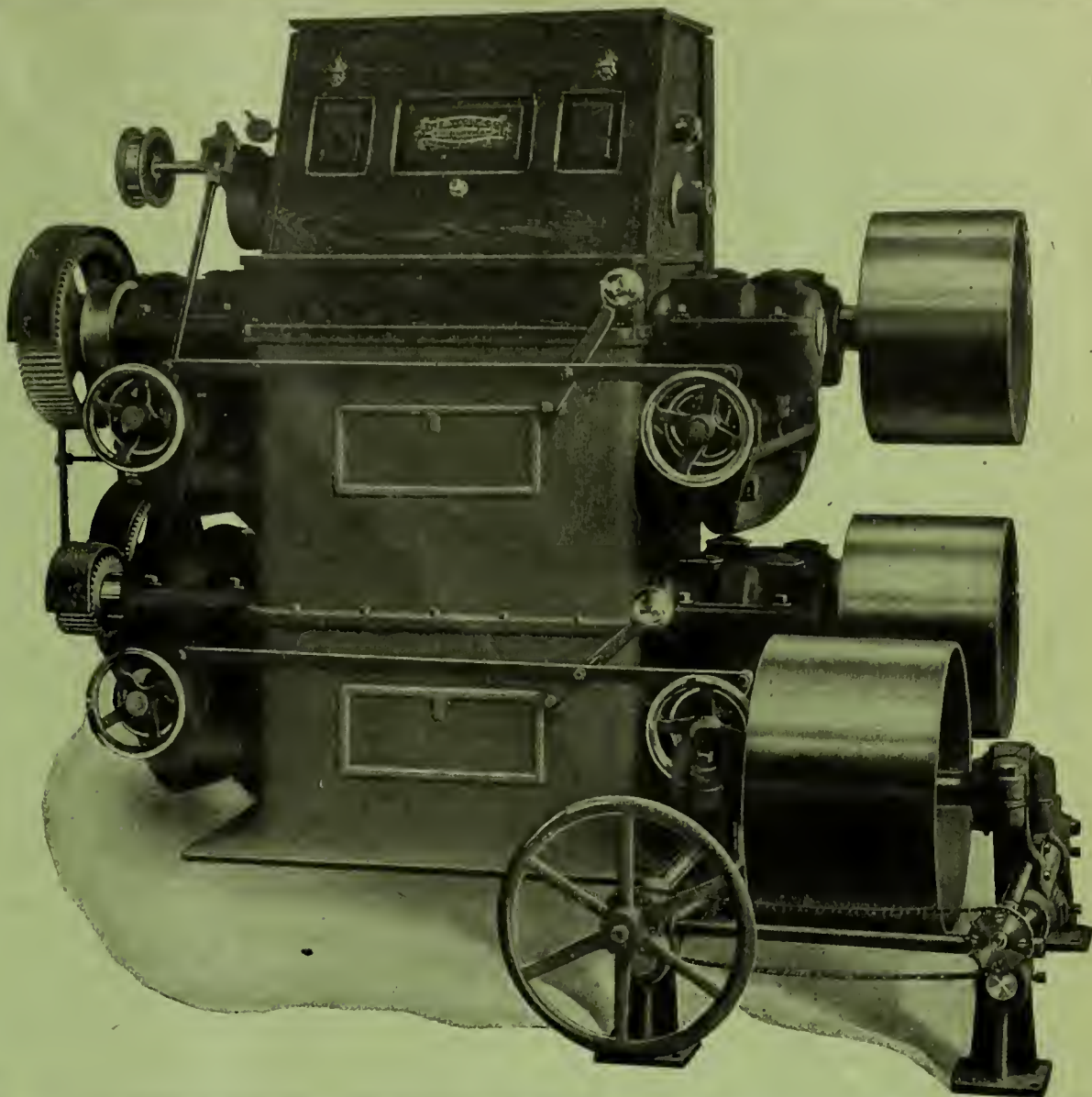
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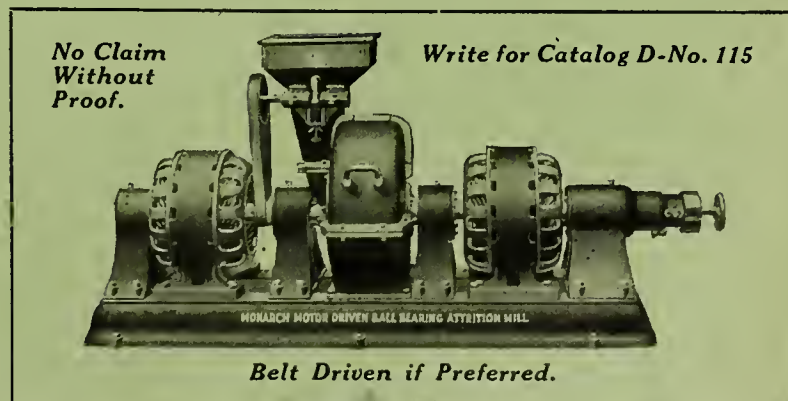
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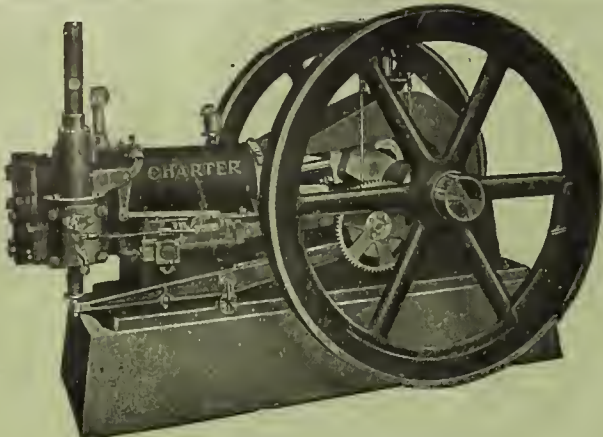
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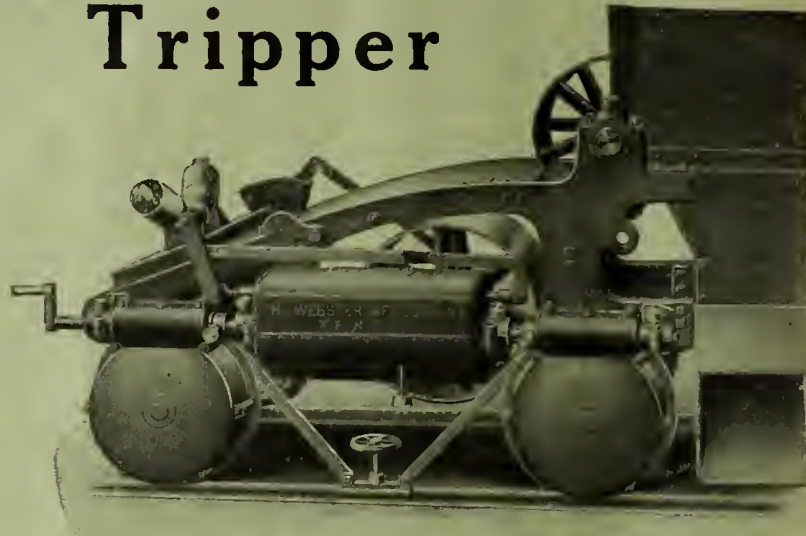
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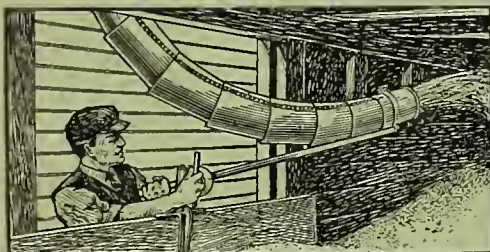
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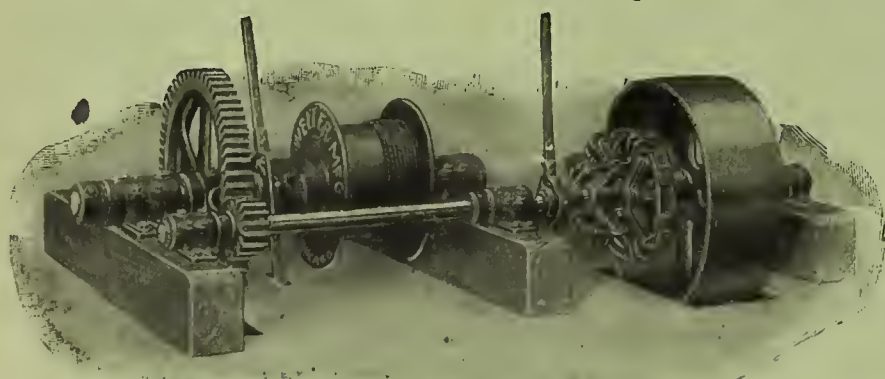
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